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3-93

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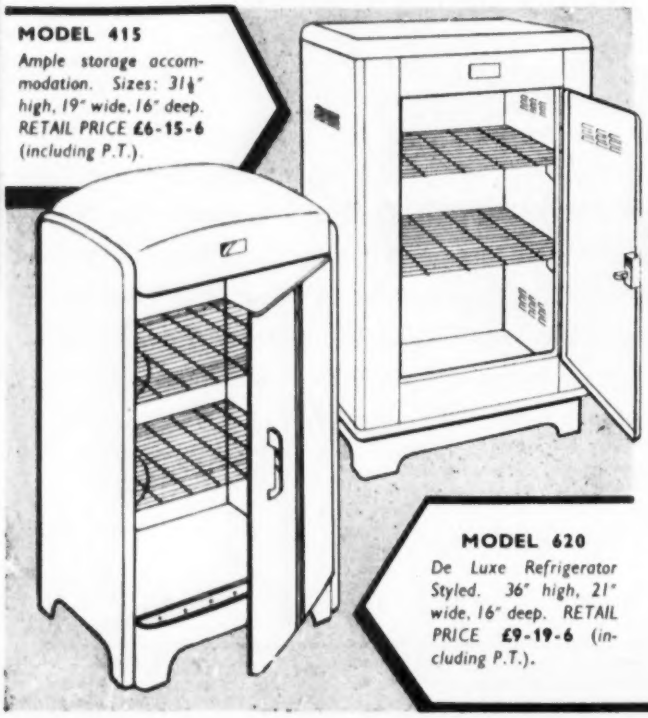

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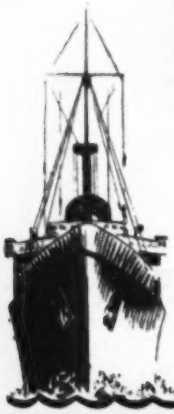

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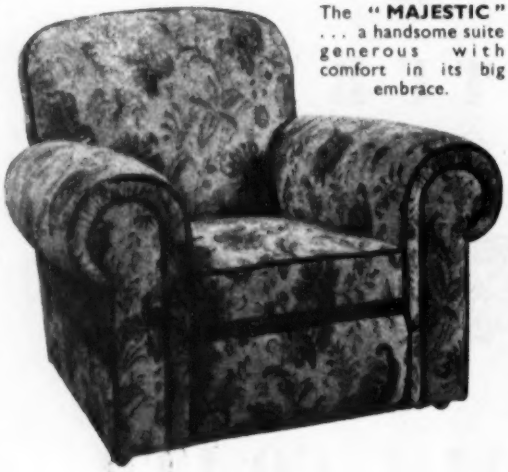

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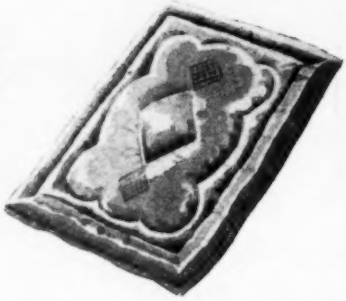

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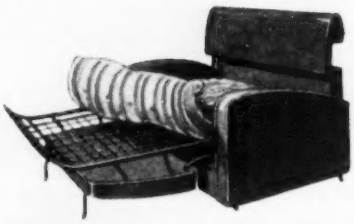

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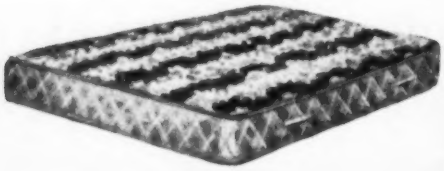

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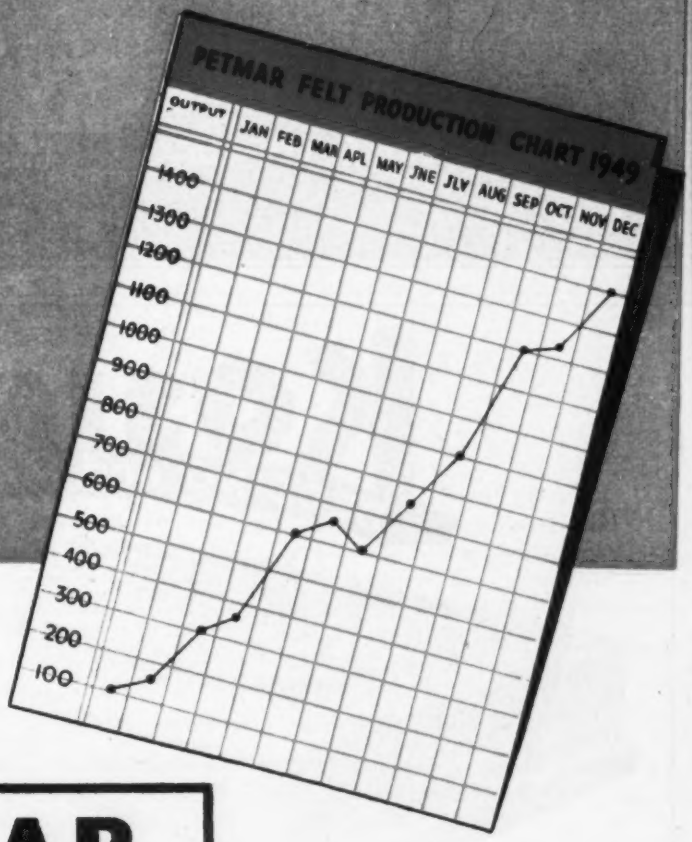

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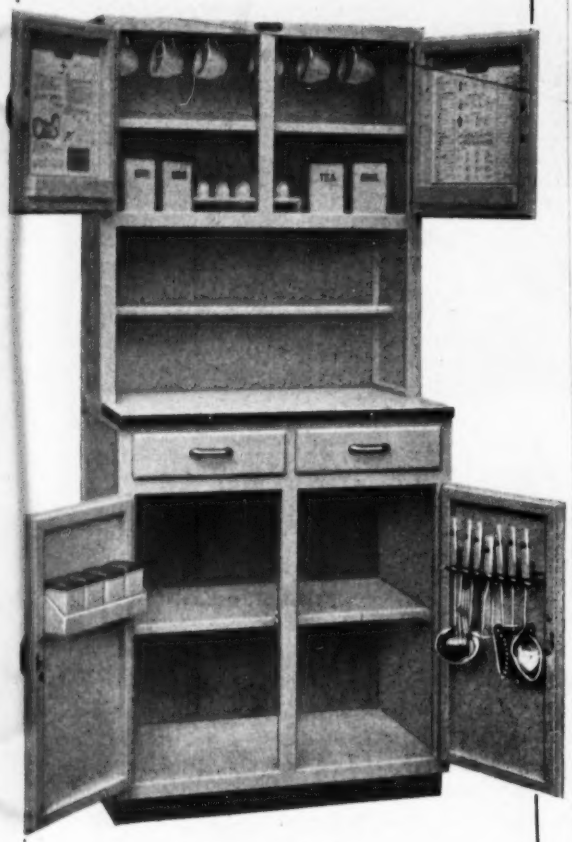

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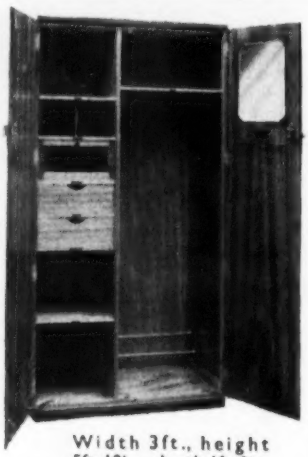

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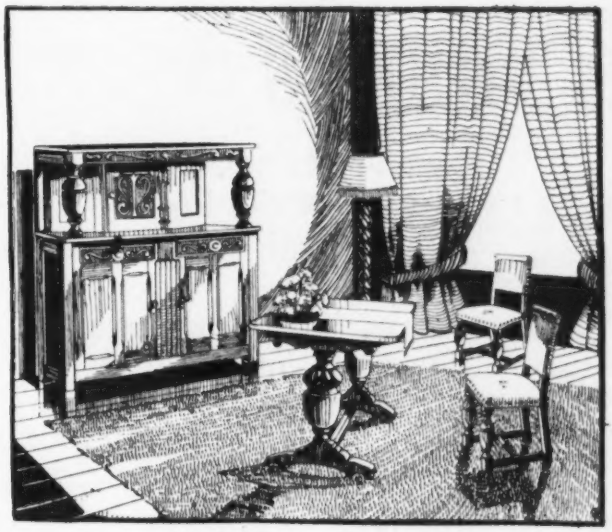

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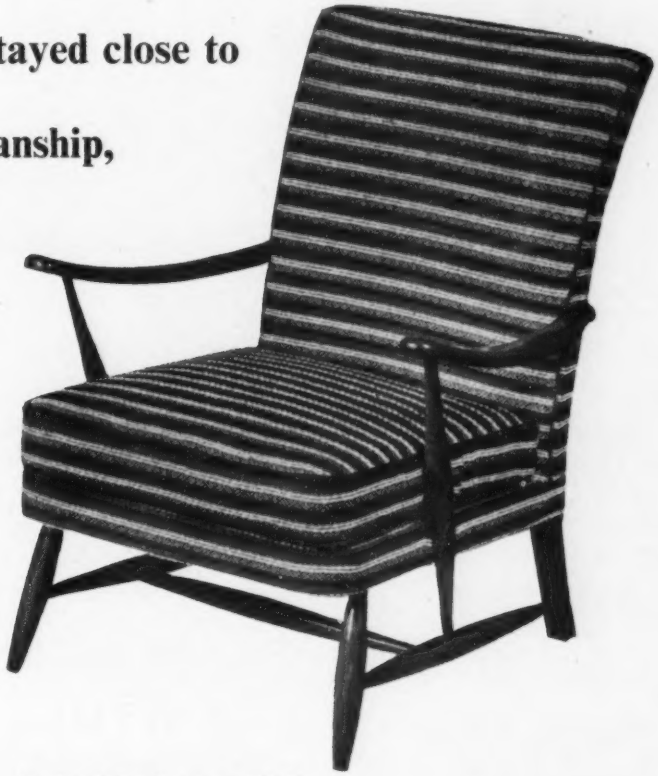

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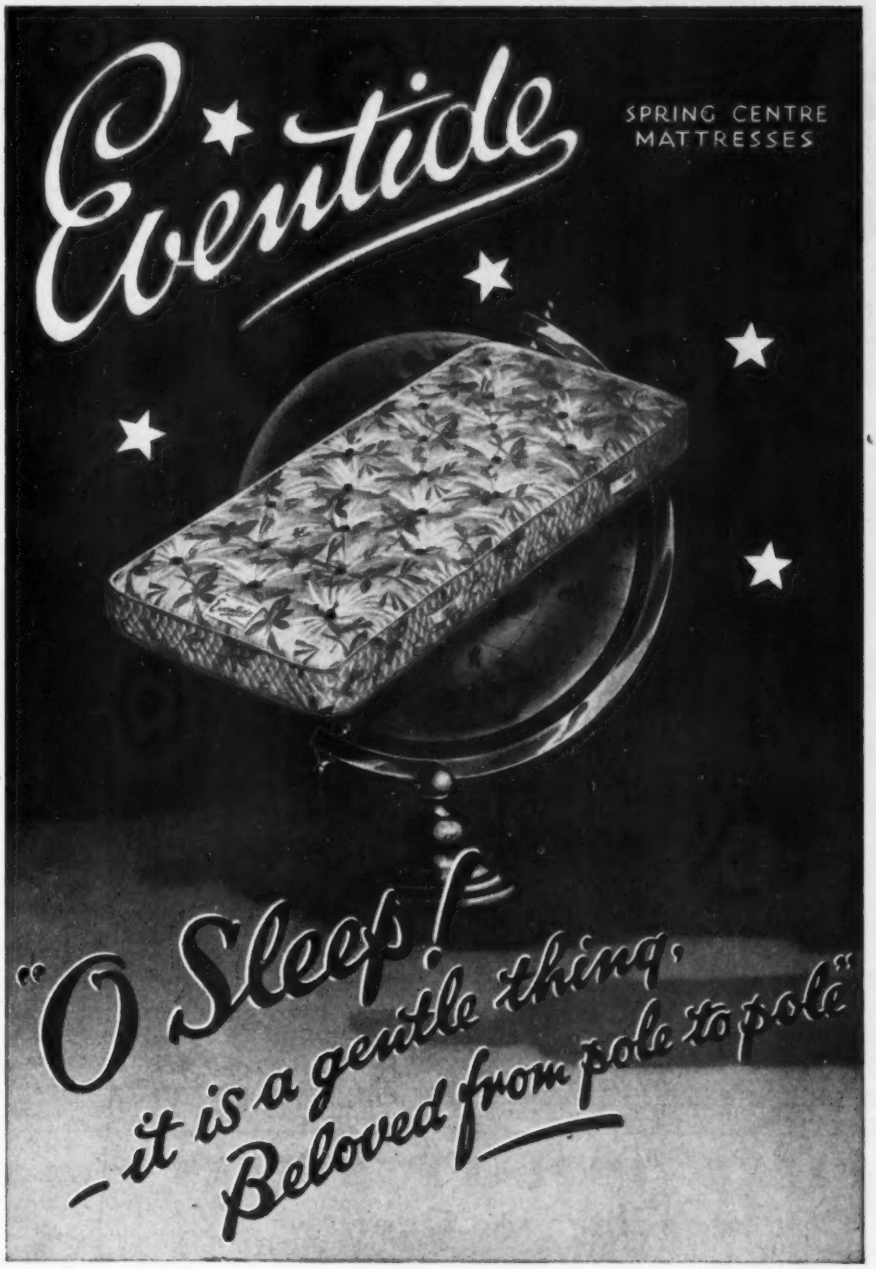

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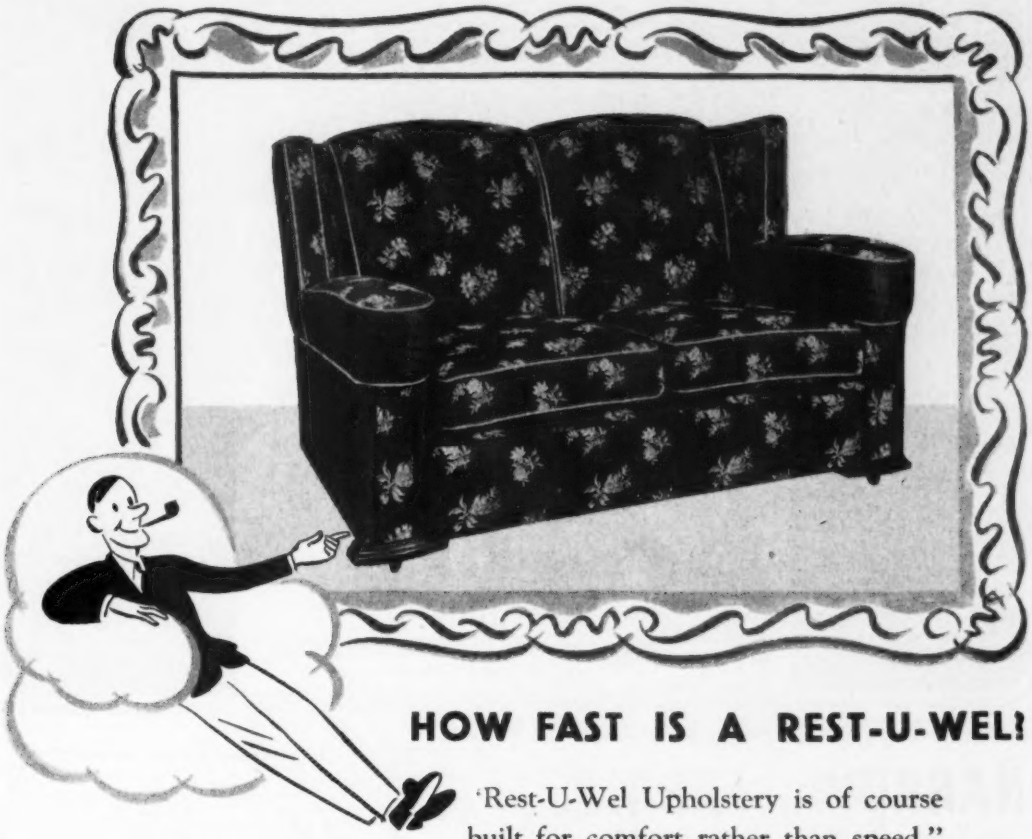

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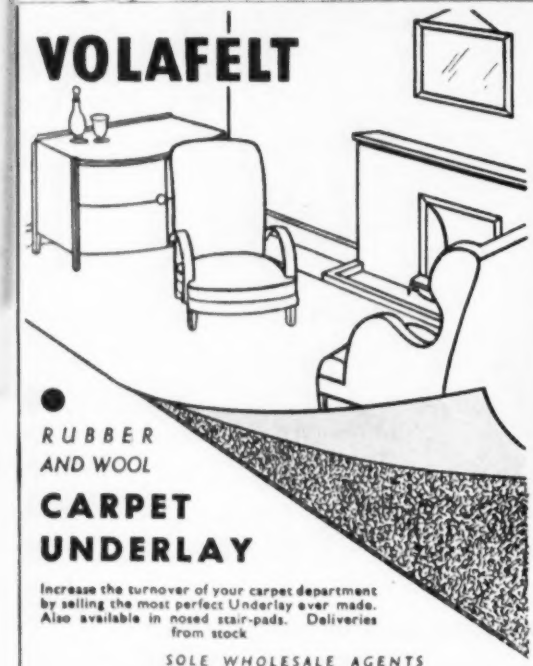

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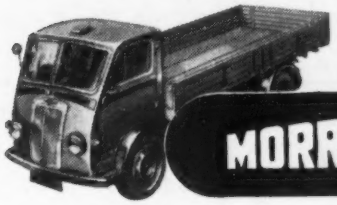

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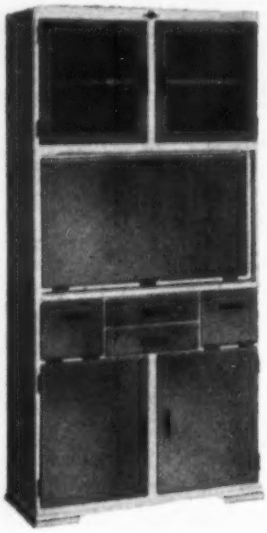

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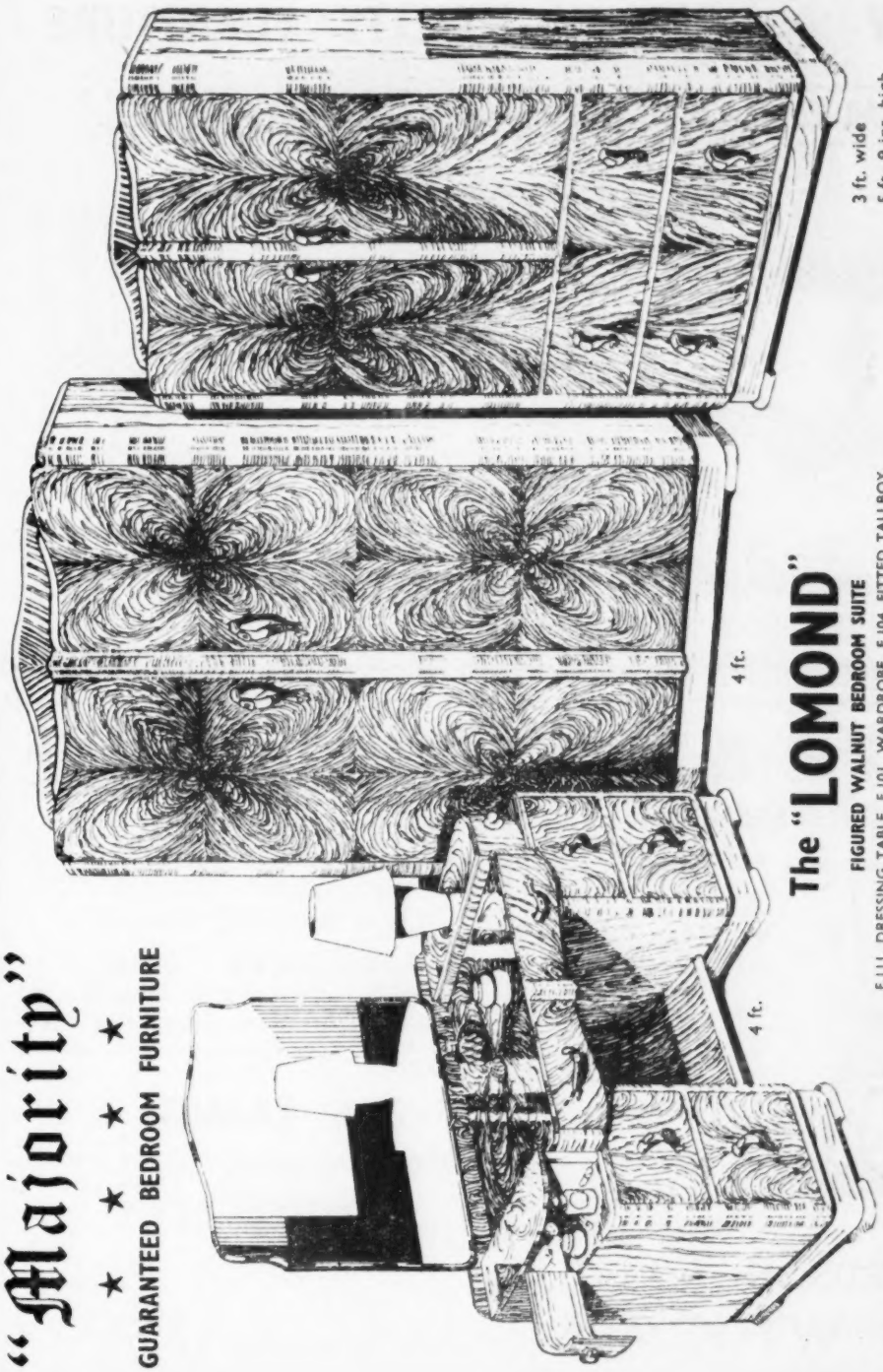

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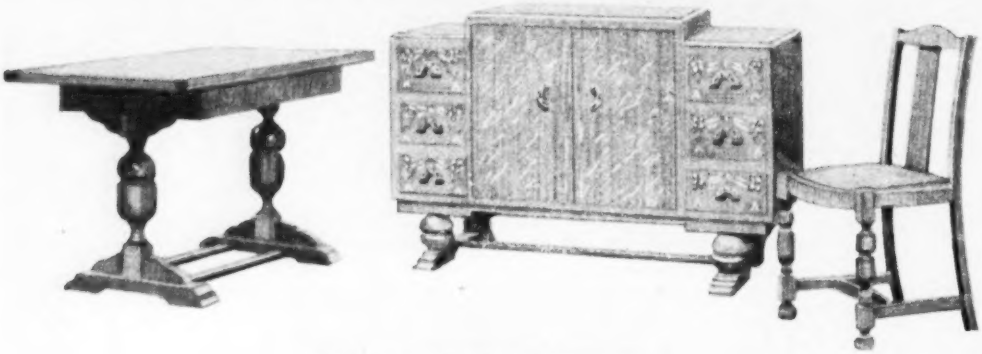

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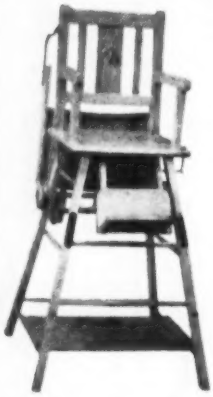

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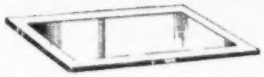

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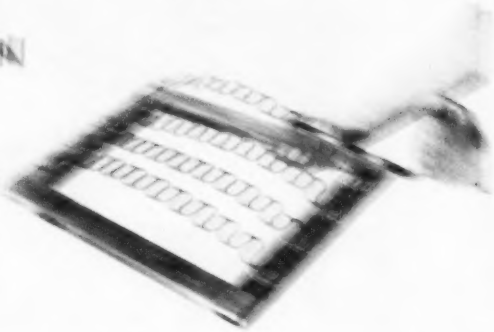

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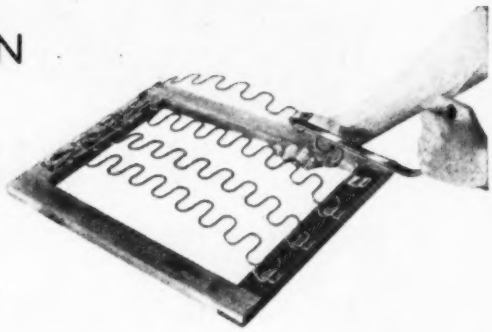

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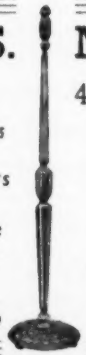

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Vol. XXXIII No. 493
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180, Fleet Street, E.C.4. Tel: CHAncery 8844 (15 lines)
July 7, 1950

Govt. Tightens Up Secrecy of Census

New Order Drafted

THE draft of a new Order which will provide further safeguards against the disclosure for official use of information supplied by traders under next year's Census of Distribution has been laid before Parliament by the Board of Trade.

THE non-disclosure provisions of the Statistics of Trade Act (1947) (the Act under which the Census will be taken) contain an exception allowing the President of the Board of Trade to authorise disclosure to other Government Departments or to the Import Duties Advisory Committee of details from individual returns made.

The President has already told Parliament that information collected for the Census would be treated as strictly confidential.

The new draft Order implements that assurance by forbidding the disclosure of any information relating to particular undertakings without the written consent of the person concerned except for the purposes of taking the Census, preparing the Census report, or taking any proceedings under the Act. There should therefore be no possibility of knowledge of individual returns being available outside the Census of Distribution office, even to other Government Departments or to other divisions of the Board of Trade, except for the purpose of taking proceedings under the Act.

The disclosure of individual particulars in any published reports of the results of the Census is already forbidden by the Statistics of Trade Act itself.

New President of N.A.R.F. Branch

ELECTED president of the Manchester branch of N.A.R.F., Mr. S. Latin, governing director of Chesterfields, controls five retail establishments in Manchester, Rochdale, Blackburn and St. Helens.

Mr. Latin served in the Army during the 1914-18 war, and 25 years ago opened his first shop at Cheetham Hill, Manchester. During the last war he was on the Ministry of Information panel of lecturers, and gave talks in various parts of the country.

Aiming at launching a big drive for new members in Manchester, Mr. Latin believes it essential that retailers should get together. The branch covers a large territory, and the new president is convinced that furnishers in the area will respond to his appeal that they should unite under the flag of N.A.R.F.

"It is most important, during the course of negotiations with Government departments, that we should be able to say we represent the major proportion of the trade," Mr. Latin told a *Furnishing World* reporter.

Mr. S. Latin

"My aim, during the next twelve months, will be to recruit more and more members and really put Manchester on the N.A.R.F. map."

Sudden Death of John W. Carter

WE regret to report the sudden death of Mr. John W. Carter, governing director of John W. Carter (London), Ltd., Penn Works, 1-3, Penn Street, London, N.1. He leaves a widow and two sons.

Mr. Carter, who was only 48, founded the business in 1922 in premises at 72-5, Turnmill Street, and there was a continuous expansion up to February, 1944, when the premises and contents were completely destroyed by enemy action during a big raid.

An immediate resumption was made in temporary premises at Weymouth Terrace, Hackney Road, and later at 1-3, Penn Street, and the acquisition of the whole of the latter premises later made it possible to move all sections there.

Mr. Carter's forebears were also well known cabinetmakers, and his father, Mr. Richard Carter, is still alive.

New Retail Prices for "U" Upholstery, Curtain Cloths

Cotton Quilt Cloth Prices up too

THE Board of Trade have made an Order which amends the Utility Cloth and Utility Household Textiles (Maximum Prices) Order, 1949 (S.I. 1949 No. 1311) and brings into force:

(1) Related Schedule No. 5J which replaces Related Schedule No. 5H and Supplement No. 1 thereto (Utility Household Textiles); and

(2) Supplement No. 3 to Related Schedule No. 6N (Utility Upholstery and Utility Curtain Cloth).

These schedules provide revised maximum prices for distributors in line with manufacturers' increased prices which came into operation early in June.

The Order also adds to the list of goods in the First Schedule to the principal Order four new specifications of rayon blouse cloth Nos. 1043/1, 1043/2, 1044/1 and 1044/2, and one new specification of spun rayon pyjama cloth No. 1400, which have been recently introduced into the Utility range. It also provides increased maximum prices in respect of six descriptions of Utility cotton quilt cloths. These increases are due to the increased cost of raw cotton and cotton waste.

The new Order, the Utility Cloth and Utility Household Textiles (Maximum Prices) (Amendment No. 9) Order, 1950, substitutes Related Schedule No. 5J for Related Schedule No. 5H and Supplement No. 1 thereto, and brings into force Supplement No. 3 to Related Schedule No. 6N. The Order and Related Schedules will come into force on Monday. (S.I. 1950 No. 1092, price 2d.)

Death of Chester Store Chief

MR. JAMES HILL, director of Browns of Chester, Ltd., died a few days ago. He joined Browns of Chester 30 years ago as head of the counting house, and was eventually made a director. Mr. Hill took an active part in the National Savings movement, which he encouraged the staff to support.

New Carpet Showrooms in London

THIS CARPET showroom at Dial House, Northumberland Street, Newcastle-on-Tyne, was recently opened by Blackwood Morton & Sons, Ltd., Kilmarnock. The showroom is intended for the use of all buyers within the areas of Northumberland, Cumberland, Westmorland, Co. Durham and North Yorks. Comprehensive show ranges of the firm's carpets and rugs, and also mattings and door mats manufactured and imported by Cooke, Sons, & Co., Ltd., Liversedge, are on view. Mr. Booth, area supervisor, and staff are in attendance and all correspondence and enquiries relating to supplies should be sent there.

EXHIBITION SPACE GOING, GOING . . .

THERE are early indications that next year's B.F.M. exhibition will be the most successful yet staged.

About half the number of last year's exhibitors have already provisionally reserved two-thirds of the total space.

This was disclosed at a B.F.M. Press conference on Tuesday when Mr. Brooke Adie, chairman of the Public Relations Committee, said that practically all the applicants who exhibited last year were asking to increase their space in 1951. There were also a number of new applications.

With two-thirds of the space already applied for, he added, firms which had the matter under consideration would be well advised to make early application.

Four New Cloths for Utility Pram Rugs

THE Board of Trade have made a new Order which comes into force on Monday, permitting manufacturers to use four additional Utility wool cloths specification numbers 206, 208, 208A and 209/1 in the manufacture of Utility Pram Rugs. Under the Order, Pram Rug manufacturers may continue to use existing stocks of Utility cloths of specification numbers 100 and 101.

The new Order also lays down manufacturers' cash maximum prices for Utility Pram Rugs and the "cost-plus" method of price control is abolished.

The Order, entitled The Utility Pram Rugs (Manufacture & Supply) Order, 1950, revokes The Utility Pram Rugs (Manufacture and Supply) Order, 1948 (S.I. 1948 No. 1588). Copies are available from H.M. Stationery Office, York House, Kingsway, London, W.C.2, and its branches, or through any bookseller.

Retail Courses Full

THE Technical Institute for the Distributive Trades, 108, Charing Cross Road, W.C.2, have no vacancies for the courses starting in September.

It is understood that more than 3,400 students have enrolled for the three year course of study leading to the award of the National Retail Distribution Certificate.

Bigger Display Space for Brixton Store

NEW windows are now being installed at the departmental business of Morley's Stores, Ltd., Brixton Road, S.W.9, and this latest development is to be followed by a complete reorganisation of the sales space on the ground floor.

In an interview with a *Furnishing World* reporter, Mr. J. R. S. Lea, general manager, said: "During the past two years we have been carrying out a development scheme for modernising the interior of the store. The installation of new windows will provide an entirely new frontage from end to end, and will give us a greatly enlarged sales area on the ground floor by roughly one third its present size. This will include the soft furnishing department."

Mr. Gosney, furnishing buyer, told *World's* reporter that he is planning to extend the carpet and floor coverings section as soon as possible.

Mr. M. Brown, soft furnishing buyer, said: "The whole of this department is to be reorganised and redecorated. I am planning some special displays in readiness for the completion of the new windows."

New Frontage for London Furnishers

FOLLOWING reconstruction of their showrooms, a complete new frontage has just been installed at the premises of Crisp & Lee (House Furnishers), Ltd., 20, The High Parade, Streatham, S.W.16.

Speaking to a *Furnishing World* reporter, Mr. F. W. Lee, a director, said: "This reconstruction scheme has given us an imposing frontage made possible by the formation of a useful arcade entrance. The interior of the store is to be modernised as soon as possible."

Mr. C. E. White, manager, stated: "We now have an extra 300 sq. ft. of window display space which will enable us to show merchandise to better advantage, and we are confident that this improvement will do much to increase our present turnover."

Managing director of the firm is Mr. C. H. Crisp.

Leonard Collins, glass furniture specialists, have begun business at Odeon Parade, Craven Park Road, N.W.10.

"Tea Chest" Furniture Will Not Return—Say B.F.M.

Officer's Statement was misquoted

A REFERENCE in a national newspaper to the possibility of the "return of the tea chest furniture and upholstery in which cheapjack flock takes the place of horsehair, and poor quality coverings are used," attributed to Mr. Ivor Howard, secretary of the South-West and South Wales Furniture Manufacturers' Association, was described at a B.F.M. Press conference on Tuesday as "misrepresentation."

Mr. Howard was reported by the newspaper as saying that, since devaluation, dearer fabrics had cut the choice of materials to manufacturers, and many, rather than produce inferior suites, had been working at a loss. But it was feared that this position would leave the door open to unscrupulous manufacturers.

Mr. Brooke Adie, chairman of the B.F.M. Public Relations Committee, said that they had thrashed the matter out and were completely satisfied that Mr. Howard's statement had been misrepresented.

"We are far too watchful and careful of our prestige to allow that to happen," he said.

If members were found producing inferior articles, there were very easy ways of stopping them. The B.F.M. had only to report the matter to the Board of Trade.

David Mitchell is BFM Deputy Secretary

MR. DAVID MITCHELL, it was announced at a B.F.M. Press conference on Tuesday, has been appointed deputy secretary of the B.F.M.—a newly-created post—in recognition of his service during the past three years, and of his work as secretary of the B.F.M. Exhibitions Committee.

A new business specialising in carpets and floor coverings is to be opened by S. Bendavid at 105 Streatham Hill, S.W.2, on July 14.

★ *New Circular Bed from S. Africa* ★

A CIRCULAR bed, complete with fitted interior-sprung mattresses and upholstered head-piece, is the newest thing in South African bedroom planning. Inspired by the latest American novelty designing, Peach & Hatton, Ltd., of Durban, have executed an order for this unusual scheme, believed to be the first of its kind in South Africa.

Designed for a bedroom of enormous proportions in one of Durban's more sumptuous homes, this bed is set off by elaborate curtain drapes and wall-to-wall patterned carpet. It is, of course, not expected that this high-class bed will become a best-selling line.

Curtain Rail Firm's Jubilee

Harrison (Birmingham) Complete 50 Years in Business

One of the machine shops at Harrison's works.

TO-DAY, Friday the firm of Harrison (Birmingham), Ltd., which manufactures the "950" brand curtain rails and the "H" brand stamped brass foundry, celebrates its jubilee.

The works are closed and all employees with their wives and families are the guests of the company at the Winter Gardens, Blackpool. Presentations are to be made to 113 long service employees, each of whom has upwards of 25 years of unbroken service.

The firm had its origins in a small partnership firm founded by the late Mr. Sidney Harrison fifty years ago.

Occupy Whole Site

Originally established in Buckingham Street, Hockley, the rapid and continuous growth of the business necessitated removal to the corner of Bradford Street and Birchall Street, where development proceeded until the whole of the island site bounded by Bradford Street, Birchall Street, Cheapside and Lombard Street became occupied by the Company.

Since the last war an additional factory has been built on the opposite side of Bradford Street.

The concern was incorporated as a public company in 1928.

During the last war the resources of the Company were devoted largely to Government Contracts for rolled metal, eyelets, washers, rings, cartridge gunclips, etc.

Although the main premises were severely damaged in the air raids in the City early in 1940, production was continued.

In 1944 Mr. Sidney Harrison died at the comparatively early age of 64, having seen the small firm which he started before he was 21 years of age grow into one of the most successful concerns of its type and size in the country.

The present chairman of directors is Mr. E. C. B. Rowley, who is well known in Birmingham industrial circles. A member of the Council of the Chamber of Commerce, and of its Fair Management Committee, Mr. Rowley also takes an active interest in the National Union of Manufacturers, the Federation of British Industries, the National Brassfoundry Association, the Hardware Trade Alliance and many other trade organisations.

Associated with Mr. Rowley on the Board are Mr. W. H. Demel and Mr. E. C. Burgess, joint managing directors; Mr. J. W. Griffiths, principal of Murray & Co., stockbrokers, and Mr. H. Iles who was the first managing director of the company, a position from which he retired in 1946.

Death of James Philp

THE death occurred at his home, 282, Ferry Road, Edinburgh, on June 30, of Mr. James Philp, director and secretary of Scott, Morton, Ltd., cabinet makers, Murieston Road, Edinburgh. He entered the firm 47 years ago, became secretary in 1919, and joined the board in 1928.

Beresford & Hicks Furnish Seamen's Library

ON Monday, the Princess Royal will open the Queen Mary Library at the Seamen's Hospital Society, Greenwich.

This library has been furnished throughout by Beresford & Hicks of Curtain Road. The furniture is all of English oak and includes a 21 ft. bookcase fitment and a very interesting circular table with a red leather top, tooled and embossed with the points of the compass.

In addition, there is a specially carved dolphin chandelier and wall brackets which are finished in gold. The curtain is a replica of that called the "King's Navee" which was made for the Duke of Edinburgh.

Pictures will be published in the *World* next week.

Upholsterers Move

MAXWELL'S UPHOLSTERY, of Liverpool, have moved from Shaw Street into larger premises at 9-15, Gill Street, Liverpool, 3.

This factory—with its modern lighting and 36,000 sq. ft—is well equipped for the production of three-piece upholstery and, in particular, for the pending manufacture of the new patented T.V. chair for which Maxwell's Upholstery have sole manufacturing rights for the North-Western area.

Mr. Maxwell, associated with the practical side of upholstery production for a great number of years, says that the extension of television in the North will ensure a strong demand for the T.V. chair.

New Factory For Chair Frames

PENN'S MANUFACTURING CO., LTD., are now established in their new factory at Arlett Works, 13-15, Gill Street, Liverpool, 3.

Although the name of the firm is new to the trade the principals are well known in the upholstery section.

Specialising in chair frames for three-piece upholstery, firesides, tub-chairs, cinema and hotel seating, this firm will have the benefit of a modernised factory situated in a central position of Liverpool, and all production will be supervised by the brothers W. J. and C. H. Arlett, who have both spent their past thirty years together in the manufacture of chair frames.

FURNITURE-BUYING PUBLIC IS BECOMING MORE SELECTIVE

Need for Utility Scheme Survey

"THE principal concern of the furniture industry to-day is the temporary falling away of demand for furniture to an extent not experienced for a considerable time," Mr. A. E. Chisholm, secretary, pointed out at a meeting of the North-West Furniture Trades Federation at Manchester on Tuesday.

"ALMOST every industry supplying the home market is faced with the same situation—few buyers, and these few increasingly selective in their choice," he added.

"That situation has caused manufacturers a very unpleasant shock. It also provides the first real test of the organisation built up within the industry over the past few years and of the sense of corporate responsibility for the best traditions of the industry, which that organisation has brought about.

"In spite of much provocation due to ever-increasing costs of production outside our control, we have rightly set our face against any lowering of quality. Never has the industry made a wiser decision, and if, as I believe, that decision will remain unquestioned, the civic responsibility of the industry will be abundantly proved and the enlightened self-interest of the individual manufacturer well rewarded.

Few Who Panic

"There will always be a few irresponsible people who panic at a time like this. Indeed, I have received several disconcerting reports of the way in which a few manufacturers in other parts of the country are seeking to dispose of their products in this area. But if we continue to act in a responsible manner those foolish people will not, as in times past, cause injury to anybody but themselves.

"It is regrettable that so far the President of the Board of Trade has not been able to procure Parliamentary time for legislation enacting the compulsory marking of furniture. It is to be hoped that this important decision of the industry will soon be put into effect.

"Since I joined the industry two years ago I have at every opportunity emphasised the need for positive publicity and for the industry to preview the future both tactically and strategically, as does any well-conducted business.

"So far as publicity is concerned, the time is fast approaching when to refuse such action will react harmfully on the industry. The cost might, by agreement, be shared between the manufacturers and the retailers, and remembering the small amount at present expended by the average family on furniture, such well-conceived publicity should pay handsome dividends—and time presses.

"Similarly, it is time that the industry took another comprehensive look at the Utility scheme with a view to submitting to the Board of Trade a less cramping method of achieving their desires, as well as enabling the manufacturer to satisfy the needs of those who desire a greater choice of furniture than is at present possible.

"Turning to domestic affairs, we are constantly seeking fresh means of service to members. Apart from the schemes covering various insurance risks, we are now actively considering the desirability of instituting a credit service in addition to the existing information on credit worthiness which is at present available to members."

Mr. Chisholm reported that there now appeared to be a consensus of opinion in favour of holding a Northern Exhibition in the autumn of each year, starting in 1951.

Christie-Tyler Reorganise their British Sales Force

CHRISTIE-TYLER, LTD., Bridgend, Glam., have decided to reorganise their sales force so that they will, in most areas, employ full-time salesmen to represent them alone and no other manufacturers.

The picture above shows five new salesmen who have been engaged on a full-time basis. They are, front row, seated, left to right: E. Cruickshank (all Scotland), R. A. Ayres (sales manager), G. M. Williams, M.C. (sales director), H. Overington (Hants, Berks, Oxon, Wilts, Dorset, Somerset, Devon, Cornwall).

Standing are: P. Bown (all Wales, Glos, Worcs, Hereford, Monmouth, Salop and Cheshire), J. H. F. Morgan (S. London, Kent, Surrey, Sussex), C. C. Shaw (Lancs.).

Inset in the picture are three of Christie-Tyler's present agents who are remaining with the firm on the usual agency basis.

From left to right, they are: J. Freedman (N. London, Essex, Suffolk, Norfolk, Hunts, Cambs, Beds and Bucks), N. Black (Yorks, Durham, Northumberland, Cumberland and Westmorland, and S. Roe (Warwickshire, Northants, Leics, Rutland, Lincs, Notts, Derbyshire and Staffs.).

Viewpoint

THE furniture industry is today—as never before—aware of the need for education of its younger members. The National Association of Retail Furnishers has instituted a course of study which culminates in successful students obtaining a diploma. The Government, too, shares in this eagerness to encourage young people to learn all about the art of retailing.

In addition to this, the NARF will soon hold a summer school at Oxford which will be attended by those who wish to further their knowledge.

★★ On the manufacturing side, the Furniture Development Council sent out scouting parties whose task it was to report on the various courses which are available for foremanship.

But all this training is concerned with the employees and not with high executives. Is it not time that courses for management were available to those people who wish to attain executive positions? At the moment there are no classes which are designed especially for training for management.

This is a gap which the furniture Development Council might well fill. They are already aware of the need for training for foremanship, and it must be realised that this subject is such a big one that it may take a long time before any concrete conclusions are reached.

★★ On the other hand, management is as important—or more important—than foremanship. It is the management which plots the position and the direction in which a firm is going. Hard, practical experience counts for a lot, but it could be supplemented by classes which would give the theoretical knowledge of finance, buying and all those other things which the top executive must have at his finger-tips.

Management is a science and as such it must be learned. The young and ambitious men of today would benefit greatly from a carefully thought-out and practical course of classes on the art of management and the furniture industry would do well to consider how such classes could be run.

British Trade Centre for New York

A BRITISH Trade Promotion Centre will soon be opened in New York, said Sir Norman Kipping, director-general of the Federation of British Industries recently.

The News Bulletin of the British Commonwealth Chamber of Commerce in New York reports that Sir Norman announced that the Federation of British Industries, working in collaboration with the British Commonwealth Chamber of Commerce, would be responsible for the new undertaking which had as its aim the grouping of all non-governmental representative activities connected with British industry and commerce into one Centre.

The responsibility for managing and servicing the Centre will be assumed by the Chamber, which will move from its present address at 55, Broadway and take up its headquarters at the new premises, 677, Fifth Avenue, immediately they are available for occupation.

The British Export Trade Research Organisation will also make its headquarters at the Centre and its American staff will be, in due course, transferred from Washington.

The Chamber will continue to represent the Federation of British Industries and the Scottish Council (Development and Industry), and it is anticipated that eventually other British trade groups and organisations will participate.

Amongst many other facilities offered by the Centre will be a series of serviced offices for the use of visiting businessmen—here they will be able to deal with their mail, have messages attended to, dictate letters, hold interviews and consult with the staff about their problems.

The Centre will be operated in closest co-operation with the British Commercial Minister and the Consul-General and their staffs.

Winners in National Golf Tournament

THE National Golf Competition in aid of the F.T.B.A. was held at Moor Park last week. The prizes were presented by Sir Walter Womersley, F.T.B.A. president.

The winners were:—

The Cabinet Maker Cup for the best net score: Mr. S. W. C. Taylor (D. M. Davies, Ltd., Slough).

Louis Lebus Cup for the best scratch score: Mr. W. G. Lenton (Selfridges, Ltd.).

John R. Stonard Silver Salver for best combined qualifying and final rounds: Mr. T. A. Cooke (Brown Bros. & Taylor).

T. K. Bowman Cup for London and Home Counties: Mr. S. W. C. Taylor.

High Wycombe Society Cup for High Wycombe and district: Mr. D. J. Hann (T. W. Mealing & Son, Ltd.).

R. S. Brinton Cup for Birmingham, Kidderminster and district: Mr. P. D. Stevens (Crane Screw & Colgryp Castor Co., Ltd.).

Sir Julien Cahn Cup for Nottingham and East Midlands: Mr. T. W. Carter (W. T. Carter [Northampton], Ltd.).

William Rhodes Cup for Yorkshire: Mr. W. Medley (James Woodhouse & Son, Ltd.).

Arthur Newth Cup for Bristol and the West: Mr. M. C. Bailey (Baileys [Bristol], Ltd.).

McCrae & Drew, Ltd., Cup for Scotland: Mr. M. E. Glassford (Thos. White & Sons, Ltd.).

Vono Cup for Veterans: Mr. W. E. Henning (Lebetkin Bros., Ltd.).

L.F.M. Cup for best net scores by a director, partner or head of a firm which is a member of the L.F.M.: Mr. S. W. C. Taylor.

Fred Allpass Cup for the best net score by a director or partner or head of a furnishing department in a retail house established fifty years or more: Mr. W. G. Lenton.

Waring & Gillow, Ltd., and Maple & Co., Ltd. Cups for afternoon foursomes competition: Messrs. A. M. Muirhead (Bridge of Weir Leather Co., Ltd.), and J. H. Eddison (Taylor & Briggs, Ltd.).

R. C. Hudson Prize for Hidden Nine Holes: Mr. J. W. Allen (Alfred Allen, Ltd.).

personally speaking...

NEWS OF MEN YOU KNOW

A NOTE from Exeloak, Ltd., Garman Road, Northumberland Park, N.17, tells me that they have appointed **Morris Black** of 21, Coquet Avenue, Whitley Bay, Northumberland, as their representative for the North-East Coast area, which covers Northumberland, Cumberland, Westmorland and Durham. Mr. Black is no stranger to the furniture retail trade in Newcastle, as on being released from H.M. Forces he became the manager of Eccles of New Bridge Street, Newcastle, a position he held until recently.

☆ ☆

NEWLY-ELECTED chairman of the Retail Trade Section of Nottingham Chamber of Commerce is **H. Bobby,** managing director of Griffin & Spalding, Ltd., the well-known Nottingham furnishers.

☆ ☆

IN fine weather, a crowd of 400 saw the Nottingham and South Notts branch, F.T.B.A., cricket team again defeated in their second annual match with Sandiacre Town C.C., at the Town ground, Sandiacre, near Nottingham, on June 25. Sandiacre Town, who won by five wickets, scored 103 for five, against 101 totalled by the F.T.B.A. side, for whom **S. D. Rhodes** made 53. Present at the match were: **R. V. Morris** (area vice-chairman), **L. W. Smith** (past chairman), **L. Burbidge** (Geo. Hopkinson, Ltd.), and **C. Bentley** (secretary), who also umpired. It is expected that a sum of £15 profit will result from the fixture.

☆ ☆

HERE is an amazing sporting achievement. **E. Ackland,** a 61-year-old upholsterer employed by Crosbie, Marriner & Co., Ltd., 74-76, Tabernacle Street, London, E.C.2, beat his own record over the week-end by cycling 366 miles in 24 hours. This figure is subject to confirmation by the appropriate authorities. His previous record set up last year was 357 miles in 24 hours. Congratulations, Mr. Ackland.

☆ ☆

SOME four years ago I reported that **J. Lewis** had been appointed merchandise manager at Boardman's of Stratford. I now hear that on August 12 Mr. Lewis will retire. He has spent 50 years in the carpets and soft goods side of the trade and has been with Boardman's for 26 years.

☆ ☆

THE pavilion which will be used by the King and Queen when they visit the Royal Cornwall Agricultural Association's show at Callington will be furnished by Criddle & Smith, Ltd., the Truro furnishers. There are two main rooms—the dining-room and lounge—as well as retiring rooms. Criddle & Smith are particularly proud of the fact that **Kingsley Smith,** a director, is the third generation in the business who will have been able to be of service to Royalty, as in 1887 the late James Jenkins Smith, his grandfather and founder of the firm, received a Royal Appointment for services to H.R.H. the Prince of Wales, later King Edward VII, in connection with the dedication of Truro Cathedral. In addition to running the business, Mr. Kingsley Smith lives at and farms Gloweth Farm, near Truro, and is chairman this year of the South Devon Cattle Breeders' Club.

THE F.T.B.A. (Nottingham and South Notts) eleven. Left to right are (back row): H. R. Walker, M. A. Plackett, E. W. Scrace, J. Sargent, D. E. Wilmer and P. Garbutt. Front row: S. D. Rhodes, D. Vaulkard, T. N. Knight (capt.), J. Vaulkard and H. J. Aldous.

"This time next week, chaps, I'll be on the beach at Margate."

☆ ☆

USING an inscribed silver trowel, presented to him by members of the executive staff, **George F. French, M.B.E.,** governing director of Thomas French & Sons, Ltd., laid a stone at the firm's Wythenshawe branch factory on June 21 to commemorate the visit of Princess Elizabeth and the Duke of Edinburgh. The stone, which is let into the main factory wall at the left of the entrance, bears an appropriate inscription in gold referring to Their Royal Highnesses' visit on March 30, 1949.

☆ ☆

I HAVE some appointments to report in the John Lewis Partnership. **J. A. Marcus** has been confirmed in the position of manager of the secondhand and new reproduction furniture departments of

(*continued page* 51)

Leeds F.T.B.A. Sets £2,000 Target

President Appeals For Better Support

AT THE annual dinner of the Leeds and Bradford Area of the F.T.B.A., our cameraman took this happy picture of Bernard Jacobs (vice-chairman), Edward Lupton (chairman), David Davies (hon. secretary), and Leonard Burras (hon. treasurer).

A SPECIAL appeal to all sections of the furnishing industry to take an interest in the Furnishing Trades Benevolent Association and Children's Home, was made by Mr. Edward Lupton, of Leeds, chairman and vice-president of Leeds and Bradford Area, at the annual dinner held at Parkway Hotel, Leeds, last week, to mark the end of the branch's financial year.

"We have achieved what is probably a record in passing the £1,000 mark with our contributions for the past year," said Mr. Lupton. "Our most sincere thanks are due to a splendid committee who have worked hard throughout those months.

"I find it most regrettable that so many people in the furnishing industry show no interest whatever in the very fine work done by the F.T.B.A. They may not be able to find the time to help us with the actual work to be done, but some will not even make a contribution.

"The apathy shown in some quarters is pathetic. It is a disease they have got very badly, and we all owe a very great debt to those others who give up their leisure and valuable time to ensuring that from this area we shall send a contribution worthy of so great a cause."

Mr. Lupton made a special appeal for better support from Bradford, and paid tributes to the work done by his vice-chairman, Mr. Bernard Jacobs; Mr. David Davies, hon. secretary; and Mr. L. Burras, hon. treasurer.

He wished Mr. Jacobs every success during the coming year, when he will be in the chair. He reminded the gathering that Mr. Jacobs and Mr. David Davies had paid a visit to the Convalescent Home, so they could give first-hand information about the wonderful work that is being done. Mr. Davies had proved a most efficient and genial secretary who carried out a job which at times was fraught with difficulties. So far as Mr. Burras, their hon. treasurer, was concerned, he was a man to whom he, for one, would hate to promise money and not turn up with it.

Tributes for Help

He also expressed the hope that Mr. F. Magnus, who had done so much valuable work quietly in the background, would be able to accept some office during the coming year.

Others to whom he made reference included Mr. V. D'Arcy, Mr. Harry Davies, Mr. B. Fingret, and Mr. H. Sheldrake, who, he said, had all afforded generous practical help and attended meetings regularly.

Bradford had been well represented by Mr. Arnold Moore, Mr. "Bob" Turner, Mr. Johnson, and Mr. Harvey, and he looked forward to still stronger support from Bradford.

Mr. Bernard Jacobs, thanking Mr. Lupton on behalf of the committee, spoke of the very high regard in which Mr. Lupton was held by all in the trade, and hoped that he would be with them for many years.

Congratulating Mr. Lupton on his magnificent record of £1,015, he said that he would do his utmost to beat that record, and would aim at £2,000. Plans were already in hand for two "popular" dances, one formal dance, a grand Christmas "draw," a golf competition, and many other smaller events. On Sunday, July 30, it was proposed to have an "outing" to Windermere, which he hoped would be well supported.

Defendants Win Trademark Case

In the King's Bench Division Mr. Justice Lloyd Jacob delivered his reserved judgment in the action of Everest (Long Eaton), Ltd., v. P. Camm, Ltd.

His lordship said: By this action the plaintiffs seek injunctions to restrain the defendant company from infringement of a registered trade mark, and passing off and the normal ancillary relief.

The registered trade mark consists of the word "Everest," upon which the claim to passing off is founded, rests also upon the word. The defendant company admittably used the precise word in advertisements relating to their business.

The defendant company maintain that they are entitled to continue to trade in the manner complained of, and the issues between them have to be reviewed.

After reviewing the facts of the case as presented by the evidence, he said: "In the result it is not essential for me to deal with the plea of laches and acquiescences, on which the defendants further rely.

"It is sufficient for me to repeat my conclusions on the evidence that Mr. Robins mistakenly but genuinely believed that Mr. Camm had undertaken not to use the mark 'Everest,' upon, or in relation to fully upholstered furniture." The action therefore failed.

Sharples Warehouses, soft furnishers and drapers, have opened a new store at 244, Dickson Road, Gynn Square, Blackpool.

"U" Variations: May be Speeded

THE B.F.M., in conjunction with the Furniture Development Council, have successfully appealed to the Board of Trade not to suspend applications for variations of Utility specifications while a more satisfactory method of dealing with them is being considered.

Announcing this at a Press conference on Tuesday, Mr. Brooke Adie, chairman of the B.F.M. Public Relations Committee, said that the manufacturer wanted a quick answer to his "variation application," and the Board of Trade were trying to improve the present system.

Unemployment Grows in Furniture Industry

MR. MESSER asked the Minister of Labour in the House of Commons last week if he was aware of the large number of furniture trade workers who are unemployed; and what steps he is taking to deal with this situation.

Mr. Isaacs: I am aware that the numbers unemployed in this industry have recently gone up from 2,998 on April 17 to 3,567 on May 15, including 1,167 temporarily stopped on the latter date. I am keeping a close watch on the position and will consult my right hon. friend the President of the Board of Trade if this trend should continue.

Carpet Weavers Want Longer Holidays

THE Carpet Weavers' Association, the trade union of workers in the Midland centre of the industry, has put in a claim for an extra week's holiday with pay, it was stated by Councillor Bertie Thompson at a meeting of the Kidderminster Trades Council, on which he is one of the carpet weavers' representatives.

"We have come up against it," he said, "and we have given notice to the Arbitration Board to take it to that body."

A. Isaacs & Sons

WE recently reported that A. Isaacs & Sons, furnishers, cabinetmakers and upholsterers, 151, 153 and 155, West Bar, Sheffield, had moved to new premises in Manchester.

We are now informed that this is not so and the firm remain at their original address.

August 1 is Deadline for 1951 Festival Entries

MANUFACTURERS who wish to show their goods in the Festival of Britain should submit details of the article to the Council of Industrial Design without delay.

SELECTION of exhibits has already begun and the Council cannot guarantee that any submissions received after August 1 will be considered for exhibition. (Later entries may be chosen, and advance information about designs not yet completed will be welcomed and treated as confidential.)

Although for administrative reasons, and to ensure acknowledgment of exhibits in the Exhibition catalogues, it has been necessary to complete selection in the next few weeks, manufacturers should not on that account cease to send information of new products since the entire Stock List will be put on show in the South Bank Exhibition, under the title "1951 Design Review."

Selected photographs will be displayed by film projectors throughout the period of the Exhibition from May to September, 1951, and the whole of the record will be available for consultation.

This means that every British manufacturer whose products reach a sufficiently high standard can claim representation in the Festival Exhibitions, even though his goods may not be displayed as actual exhibits.

It may be possible, when an Exhibit has been chosen, for the manufacturer concerned to substitute a more up-to-date model if the Council is kept informed of latest developments.

Photographs and material should be addressed to: The Chief Industrial Officer, Council of Industrial Design, Tilbury House, Petty France, London, S.W.1.

In addition to the facilities afforded by 1951 Design Review, the Council of Industrial Design is arranging to provide and staff a number of Industrial Information Centres at the various Festival Exhibitions.

Furniture in Ideal Homes Show

PHILLIPS FURNISHING STORES, LTD., of Sheffield and branches, have an impressive stand at Sheffield's second post-war Ideal Homes and Trades Exhibition, which closes to-morrow (Saturday).

Phillips are showing a full range of 1950 designs of furniture on their 24 feet square stand, which is divided into four quarters with a central office. The whole stand is surmounted by an impressive canopy with the firm's name prominently displayed on all four sides in cut-out letters.

The furniture is well displayed, full use being made of drapings and floor coverings. Concentrated fluorescent lighting illuminates the show.

Mr. R. H. Mullins, manager of the Moor branch, is in charge of the stand at the Exhibition.

Cornish Firm Furnishes A Royal Pavilion

THE Royal Pavilion which has been specially built for the use of Their Majesties, The King and Queen, when they visit the Royal Cornwall Show at Callington on Wednesday, July 12, has been furnished for the occasion by Criddle & Smith, Ltd., of Truro. (See "Personally Speaking," page 47.)

The Pavilion consists of four main rooms, a lounge, dining room and two smaller rooms for the personal use of the King and Queen. All the rooms have been finished in ivory with pleated muslin ceiling in the same shade and fitted with fawn dyed felt.

The lounge will contain a settee and four wing easy chairs with loose covers of a printed floral cotton with predominating colours of wine, blue, gold and green on a broken white background.

In addition there will be three occasional chairs covered in gold damask, and a small Indian carpet. The curtains will be of blue velour with pelmets to match trimmed with contrasting braid and fringe, and the windows completed with ivory ninon curtains.

A mahogany secretaire bookcase is to be the main piece of furniture, but there will also be a mahogany and tulip wood sofa table and a number of occasional tables.

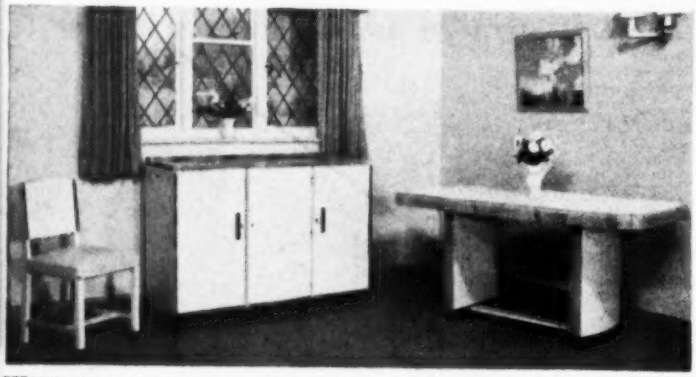
A winged easy chair and mahogany stool covered in scarlet and light blue Regency glazed chintz will be used in the King's retiring room with curtain frills of the same pattern. A Persian rug will provide the background for mahogany furniture, including a bow-front chest of drawers and hanging mirror.

The room set aside for the use of the Queen will contain a kidney-shaped dressing table with glass top and mahogany triple mirrors. The dressing table will be covered in satin, pale green with sprays of multi-coloured flowers, and over this will be a covering of ivory voile. The same material will be used for the loose cover of a wing easy chair and stool, and for curtains.

A contrasting rug and a gold damask occasional chair for the use of H.R.H. the Princess Margaret will complete the room.

The dining room will be furnished with two round dining tables and dining chairs in gilt. Wine velour curtains and pelmets with ivory linen centre curtains will be used.

★ *Birds-eye Maple Set in 'U' Range* ★



THE picture above shows the first bird's-eye maple dining set in the Utility range. The 4 ft. 6 in. sideboard has a centre bow door. Inside each cupboard are two trays, one of which is baize lined. The table has a one-piece top and the four chairs are all made by the producers of the set, Curlwood, Ltd., 15, Fort Street, Brushfield Street, Bishopsgate, London, E.1.

It will be remembered that Curlwood, Ltd., had a disastrous fire at their premises on New Year's Eve, 1946. The factory was gutted and practically the entire stock was destroyed. The basement containing the main plant was flooded and the two top floors and roof were completely burnt out.

The company retained their key men who were engaged for three months in clearing up. Meanwhile, all plant was dismantled and sent away for overhaul. Tarpaulins were set up as protection against the weather. The machines were sent back one by one as they were renovated, and after a time the firm began to get back into production.

For two and a half years the company tried to get a permit to rebuild, which was eventually granted, and they are now in normal production.

New Furniture Catalogue

ALSTON'S (LONG MELFORD), LTD., Albro Works, Nacton Road, Ipswich, have now issued a catalogue of their latest designs in bedroom and dining-room furniture.

One of the most attractive designs is the "Weymouth" walnut bedroom suite which is entirely mahogany lined. The 4 ft. double door wardrobe has a half-hanging shelf with full length hanging space and rods and is fitted with a 48 in. by 12 in. mirror and glove tray. The 2 ft. 9 in. double door gent's wardrobe has fitted side shelves with dust-proof cabinet and full length hanging spaces one side together with camphor and stud trays and rails. A 4 ft. 6 in. flush panel bed is available to match the suite.

Also illustrated are the "Salisbury" walnut bedroom suites and oak bedroom suite, the "Lincoln" oak bedroom suite, the "Marlborough" oak dining set, the "Monmouth" oak dining set, and the "Cromwell" oak dining set.

Some Enquiries Answered

6428.—Table pads.
6429.—"Fourfold" table unit.
6430.—Kidney-shaped dressing tables.
6431.—Address of Hire Purchase Trade Assoc.
*6432.—Lion's cement.
6433.—Gilt reception chairs.
6434.—Pinoleum blinds.
*6435.—"Hampden" reproduction dining set.
6436.—Synthetic floor tiles.
6437.—Garden furniture.
6438.—Furniture manufacturer with designation No. 3759.
6439.—White wood kidney-shaped dressing tables.
6440.—Address of "The Betta Statuette Co."
6441.—Curtain wholesalers.
6442.—"Restmor" nursery furnishings.
6443.—Jofni Manufacturing Co.'s address.
6444.—Cafe tables.
6445.—Music cabinets.
6446.—Chair bed.
6447.—Designated number 2244.
6448.—Gate-leg table.
6449.—Single metal bedsteads.
6450.—"Wilco" rugs.
6451.—"Marco" fireside chairs.
6452.—Exclusive non-Utility three-piece suites.
6453.—S.R. & O. controlling retail prices.
6454.—Coloured furniture tacks.
6455.—Secondhand furniture — are prices controlled?

* Means unanswered. Can any reader help?

Personally Speaking (from page 47)

Peter Jones; **Mrs. M. G. O'Loughlin** is now manager of the nursery furnishings and perambulators departments of John Lewis, and **A. Smith** is manager of the furnishing workrooms of Tyrell & Green, Southampton.

☆ ☆

BACK in Kidderminster after a month's successful visit to Canada and the United States on behalf of Carpet Trades, Ltd., are **G. T. Morris** (exports manager) and **J. H. Mellor** (head designer). Both attended the international trade fair at Toronto, where their Company exhibited a new range of carpetings designed to meet Canadian needs. From Toronto their visit extended to a circuit of the Company's customers in U.S.A.

☆ ☆

WORD has been received that **R. Hunter** has been appointed manager of the Brixton branch of Peter Adams, Ltd. He took over on July 3.

☆ ☆

AT a recent meeting of the Board of Directors of Carpet Trades, Ltd., two new directors were appointed. They are **Oliver Lyndon Lawrence,** of Chorley Hall, near Bridgnorth, Salop, and **Alan Leslie Pyrah,** of Popeley House, Liversedge, Yorks. Mr. Lawrence joined the Company at Kidderminster in November, 1945, as technical assistant, and was appointed joint general manager (production) in December, 1948. Mr. Pyrah has been connected with the Company and its predecessors for 36 years, and is now manager of the Company's Yorkshire branches.

☆ ☆

FIFTEEN employees of Woodward, Grosvenor & Co., Ltd., Kidderminster carpet manufacturers, with the amazing total of 774 years of continuous service, have been entertained to dinner by the joint managing directors, **G. P. Chamberlain** and **C. B. Kempson.** After dinner, presentations were made by Mr. Chamberlain, who said how sorry he was that, owing to illness, **George Morris** was unable to be present; he also regretted the absence of **Joseph Huskinson,** because of the illness of his wife.

☆ ☆

ALFRED ALLEN, furnisher, of Hill Street, Birmingham, entertained 70 employees and guests at their annual dinner and concert at the Botanical Gardens, Edgbaston, Birmingham. Also present were **Archibald Allen** (senior partner), **Jack** and **Geoffrey Allen** (junior partners), **T. Jones** of Morton Sundour Fabrics, **E. Lowe** of Listers, Bradford, **N. Johnson** of Bury Felt Co., **D. Davidson** (Blackwood Morton Co. Carpets, Kilmarnock), and **G. Rackstraw** (of Rackstraws, Worcester).

☆ ☆

AT the first meeting of the reappointed District Employment Committee at Kidderminster, J. W. Eldridge (Deputy Regional Controller, Ministry of Labour and National Service) expressed great satisfaction that **Cyril J. Johnson** had accepted the invitation of the Minister of Labour to continue as chairman of the committee for another period of three years. Mr. Eldridge stated that under Mr. Johnson (who is chairman of the Chlidema Carpet Co., Ltd., Kidderminster), the Kidderminster Committee had considered questions and made recommendations markedly free from party or sectional bias.

☆ ☆

THE appointment is announced of **W. A. Jack** as a director of A. F. Stoddard & Co., Ltd., Elderslie.

☆ ☆

I HEAR that **Cecil C. Brinton,** chairman and managing director of Messrs. Brintons Ltd., the Kidderminster carpet manufacturers, has returned from his goodwill visit to the United States of America, where he called on numerous customers and also took the opportunity to study the latest American production methods. He has resumed his magisterial duties at Kidderminster, where he is vice-chairman of the borough court.

Nomad

Harvey Furnishers, Ltd., have closed their branch store at 97, Praed Street, W.2. All business is now being conducted from their main premises at 27, Westbourne Grove, Bayswater, W.2.

Mr. Oliver Reynolds Jermyn, a director of Jermyn & Sons, Ltd., furnishers, King's Lynn and Hunstanton, left £43,822 gross.

The business of J. Fitzgerald, upholsterer, East Grinstead, Sussex, has been moved to The Forge, Queen's Road, East Grinstead.

Stockrooms

D. M. DAVIES, of Slough, and Sheer Metalcraft, Ltd., will hold an exhibition of their products at the Royal Hotel, Bank Plain, **Norwich,** from July 10-14.

RONSON FURNITURE, LTD., will hold a stockroom at the Stork Hotel, **Liverpool 1,** from July 10-14, at which all the latest models of their craftsman-built bedroom furniture will be shown. Their representatives, Mr. Ellison and Mr. Romain will be in attendance.

L. LAZARUS & SONS, LTD., Majority Works, Angel Factory Colony, **Edmonton, N.18,** the makers of "Majority" four star furniture, will hold a special display in their showrooms at the works, of several new bedroom suites and also separate pieces of bedroom furniture during the next fortnight.

Closed for Holidays

CONWAYS (UPHOLSTERY), LTD., 14, Harper Street, Leeds, 2, will close their works for annual holiday from August 4 to August 21 during which time no goods will be despatched or received.

CHARLES NEWTH & SONS, LTD., Avondale Factory, Kingswood, Bristol, will close from July 29 to August 14 during which time no deliveries will be made.

M. WINBURN & SONS, LTD., furniture manufacturers and upholsterers, Low Row, Sunderland, will close for their annual holiday on July 28 and re-open on Tuesday, August 15.

Firm's Outing

THE "Albro Social Club" of Alstons (Long Melford), Ltd., Ipswich, held their annual outing on Saturday, July 1, when four coaches made the trip to Great Yarmouth.

Lunch was arranged and the rest of the day was spent as guests of the directors.

New Catalogue

SMITH & DAVIS, LTD., the well-known Birmingham brassfounders, now in their new works at Friar Park Road, Wednesbury, Staffs, have produced a new 1950 Catalogue and Price List.

Well up to the standard of their previous issues, it is comprehensive and lists a number of new lines which will interest the trade. Smith & Davis, Ltd., will be pleased to send a copy to any member of the hardware and furnishing trades on application to Beacon Works, Friar Park Road, Wednesbury, Staffs.

CITY NEWS • CITY NEWS • CITY NEWS • CITY NEWS • CITY N

Times Furnishing Make £284,000

CONSOLIDATED trading profits for 1949 of £283,887 (£218,071) have been declared by the **Times Furnishing (Holdings), Ltd.**

From this should be deducted directors' emoluments £19,700 (£12,483), audit fees £683 (£521), interest on loans and mortgage £1,660 (£12,358), depreciation and amortisation of fixed assets £9,939 (£10,581), leaving £251,905 (£182,125), deduct tax £132,587 (£95,659), subsidiary profits prior to acquisition nil (£72,165), add tax provision no longer required £5,629 (nil), brought in £12,009, making £136,956 (£14,301).

To preliminary expenses, £4,903, less £2,000 recovered, written off £2,903, Preference dividend £11,000 (£2,292), forward £123,053 (£12,009), to holding company £4,366 (£625), subsidiary £118,687 (£11,384). Consolidated current assets £1,520,059 (£1,245,642), current liabilities £449,929 £374,402), bank loan £200,000 (£235,000).

£149,000 Profit for Hollis Bros.

NET profit to March 31, 1950, for **Hollis Bros.** is £149,349 (£151,046), after charging staff pensions premiums £7,315 (nil) and profits tax £25,000 (£23,000). Add £15,000 (nil) from war-time machinery reserve.

Appropriations: Staff pensions £45,000 (nil), future income tax £70,000 (£75,000), Preference dividend £3,850 net (same), Ordinary dividend 15 per cent £15,503 net (same), general reserve £20,000 (same), forward £111,292 (£101,296).

Wylie & Lochhead's £58,000 Profit

PROFIT for the year to February 28 for **Wylie & Lochhead**, after tax provision, has been declared at £57,918 brought in.

To building depreciation £5,000, plant, furniture and fittings depreciation £10,000, staff pensions reserve £7,000, general repairs and replacements reserve £21,000. Ordinary dividend 10 per cent (same), forward £16,175.

John Dunster's Show £47,000 Profit

NET profit for **John J. Dunster & Son** for 1949, after depreciation and directors' remuneration, is £47,182 (£44,063). Tax £24,653 (£28,615). To Preference dividend equalisation £10,000 (£5,500), for future tax £5,000 (same), forward £5,353 (£2,362).

The directors have stated that there is no Ordinary dividend, as it is considered inadvisable to declare it until reserves for Preference dividend equalisation, and future tax, have been created in full.

Company Dividends

A SECOND interim dividend of 1½ per cent, less income tax, on Ordinary shares is announced by **John Wright & Sons (Veneers), Ltd.**

A five per cent interim dividend has been declared by **Mutual Furnishing.** This is the same dividend as paid for the previous year, when the final was 15 per cent.

STERLING FURNITURE AS GOOD AS GOLD

STERLING

furniture

TOTTENHAM, N.15. Telephone: TOTtenham 2041-2-3

Barry & Staines Up £10,000

A PROFIT of £214,479, compared with £204,769 for the previous year, has been declared by **Barry & Staines Linoleum, Ltd.** Bonus and dividend of 12½ per cent on Ordinary stock, less tax, took £120,313 (£101,688), forward £82,616 (£82,531).

INCREASES OF CAPITAL

J. B. Walker & Co., Ltd., lace curtain manufacturers, etc., 35-7, St. Mary's Gate, Nottingham. — Increased by £25,500, in £1 5 per cent redeemable cumulative Preference shares, beyond the registered capital of £17,000.

Ian C. Steele & Co., Ltd., manufacturers of and dealers in carpets, etc., Barford Road, Bloxham, Banbury, Oxon.—Increased by £5,000, in 5s. Ordinary shares, beyond the registered capital of £5,000.

Wilkinson & Warburton, Ltd., wholesale furnishing and general warehousemen, etc., Caressa House, King Street, Leeds.—Increased by £50,000 in £1 Ordinary shares, beyond the registered capital of £160,000.

F. & L. Reproduction Co., Ltd., manufacturers, repairers of and dealers in cabinets, chests, furniture, etc., 18, Temple End, High Wycombe, Bucks.—Increased by £1,000 in £1 shares, beyond the registered capital of £1,000.

Carrington Cabinets, Ltd., Bentinck Buildings, Wheeler Gate, Nottingham.—Increased by £13,000 in £1 Ordinary shares, beyond the registered capital of £12,000. At May 6, 1949, Factory Owners, Ltd., held 3,767 Ordinary and 1,600 Preference shares of £1 out of 5,635 Ordinary and £2,000 Preference shares issued.

Court Brothers (Furnishers), Ltd., 5, Copthall Buildings, Copthall Avenue, E.C.2.—Increased by £23,000 in £1 5 per cent Cumulative redeemable preference shares, beyond the registered capital of £15,000.

Phillips Furnishing Stores, Ltd., 36, Collegiate Crescent, Sheffield 10. —Increased by £100,000 in 1,000,000 "A" Ordinary shares of 2s., beyond the registered capital of £600,000.

P. & S. Woods, Ltd., manufacturing, wholesale and retail cabinet makers, etc., 55, Whitecross Street, E.C.1.—Increased by £4,500, in £1 Ordinary shares, beyond the registered capital of £500.

CITY NEWS + CITY NEWS + CITY NEWS + CITY NEWS + CITY N

The Gazette

THE BANKRUPTCY ACTS 1914 and 1926 BANKRUPTCY PROCEEDINGS

Walter George Spencer **Higgins**, 14, Eaton Row, Victoria, London, S.W.1, lately carrying on business under the style of "**Permahome**," 284, St. Paul's Road, Islington, furniture repairer and upholsterer, and at Upper Street, Islington, London, N.1, manufacturing upholsterer. Receiving Order June 16 and Order of Adjudication June 21. First meeting July 5 and public examination September 5 at Bankruptcy Buildings, Carey Street, London, W.C.2.

John Francis **Noblett**, 26, Mill Hill, off Fylde Road, Preston, master upholsterer and cabinet maker. Public examination July 28 at the Sessions Hall, Lancaster Road, Preston.

Leonard William **Gore**, 227, London Road, Croydon, Surrey, lately carrying on business under the style of "**Maylam & Gore**," at 25a, George Street, Croydon, cabinet maker.

The above debtor applied for his discharge at the County Court, Scarbrook Road, Croydon, on June 16, when it was reported the Receiving Order was made in January, 1949. The liabilities amounted to £1,120 and there were no assets.

Debtor was formerly a partner in a cabinet making business and, in 1937, bought out his partner. Until the outbreak of war the business was fairly successful, but had since been adversely affected by Government controls.

Debtor was granted an immediate discharge.

NOTICES OF DIVIDEND

Sidney **Mason**, 424a, Hoe Street, Walthamstow, London, cabinet maker, etc. No. 957 of 1906. Supplemental of 1s. 1d. in the £, payable at Bankruptcy Buildings, Carey Street, London, W.C.2.

Bolsom Bros. (1928), Ltd., 78, Old Street, London, E.C., furniture retailers. No. 00755 of 1939. First and final of 7½d. in the £, payable at 3, Giltspur Street, London, E.C.1.

THE COMPANIES ACTS WINDING-UP ORDER

M. Halpern (Furniture), Ltd., 113, High Holborn, London, W.C.1. Winding-up Order June 19.

DISSOLUTIONS OF PARTNERSHIP

John **Houghton** and Norman Metcalf **Broomby**, trading as **Houghton & Broomby**, cabinet makers, etc., Cross Keys Yard, Milnthorpe, Westmorland. May 6, 1950. All debts by John Houghton, who will continue under the style of "**John Houghton**."

William Sydney Harold **Hamblen** and Clifford Eric **Porter**, trading as **Rodley Woodworking Company**, joiners and cabinet makers, 1, Wesley Terrace, Rodley, Yorks. April 29, 1950. All debts by William Sydney Harold Hamblen who will continue.

Walter James **Abrahall** and Henry Hubert **Cross**, trading as **Mansfield Upholstery Company**, 18, White Hart Street, Mansfield, house furnishers and upholsterers. April 29, 1950. All debts by Walter James Abrahall.

COUNTY COURT JUDGMENTS

The following information has been taken from the Registry of County Court Judgments, the Treasury, S.W.1. Publication does not imply inability to pay. Debts may have been paid, or may refer to disputed cases.

G. Black & Son (a firm), 204, Bellenden Road, S.E.15, furniture dealers. £12 1s. May 1.

Burton, L. (male), Arundel Road, Angmering, upholsterer. £18 3s. 4d. April 4.

D. E. Wide (a firm), Station Road, Liphook, furniture stores. £10 19s. 1d. May 26.

Casswells (a firm), 11, Pittville Street, Cheltenham, furniture dealers. £47 2s. 6d. May 23.

County Furniture Repairs Co. (a firm), 55, Eastgate Street, Winchester. £24 6s. June 2.

Evans, Kenneth Edward, 40, Enid Street, Trealaw, Tonypandy, upholsterer and furniture dealer. £21 1s. 1d. May 23.

Office Catering and Furnishing Co., Ltd., R/O: 10, Museum Street, W.C.1. £10 3s. 4d. May 15.

Lewis, W. W. (male), 419, Great Horton Road, Bradford, upholsterer. £26 8s. 3d. May 25.

NEW COMPANY

Pantechnicon, Ltd.—Private company. Registered in Edinburgh, June 16. Capital: £2,000 in £1 shares. Objects: To acquire the business of Duncan Jenkins, removal contractor, carried on by John Hogg at 2379, Paisley Road West, Crookston, Glasgow, S.W.2.

Co-op. Furnishing Sales Results

THE half-yearly report and balance sheet of the **Enfield Highway Co-op.** for the 26 weeks ended March 8, shows sales in the furnishing department amounted to £103,406, compared with £95,824 in the corresponding period last year. A small new furnishing department has been opened at the Society's **Chingford** premises.

Parkstone and Bournemouth Co-op.'s half-yearly report for the period ended March 4, says sales in the furnishing department totalled £22,564, an increase of £5,514 over a year ago.

Furnishing department sales of £11,021 are shown in the half-yearly report of the **Letchworth & Hitchin Co-op.** compared with £12,767 in the corresponding period a year ago.

The quarterly report of the **Folkestone Co-op** for the 13 weeks ended April 8 states that trade in the furnishing department amounted to £3,210, this being an increase of £1,497 over a year ago.

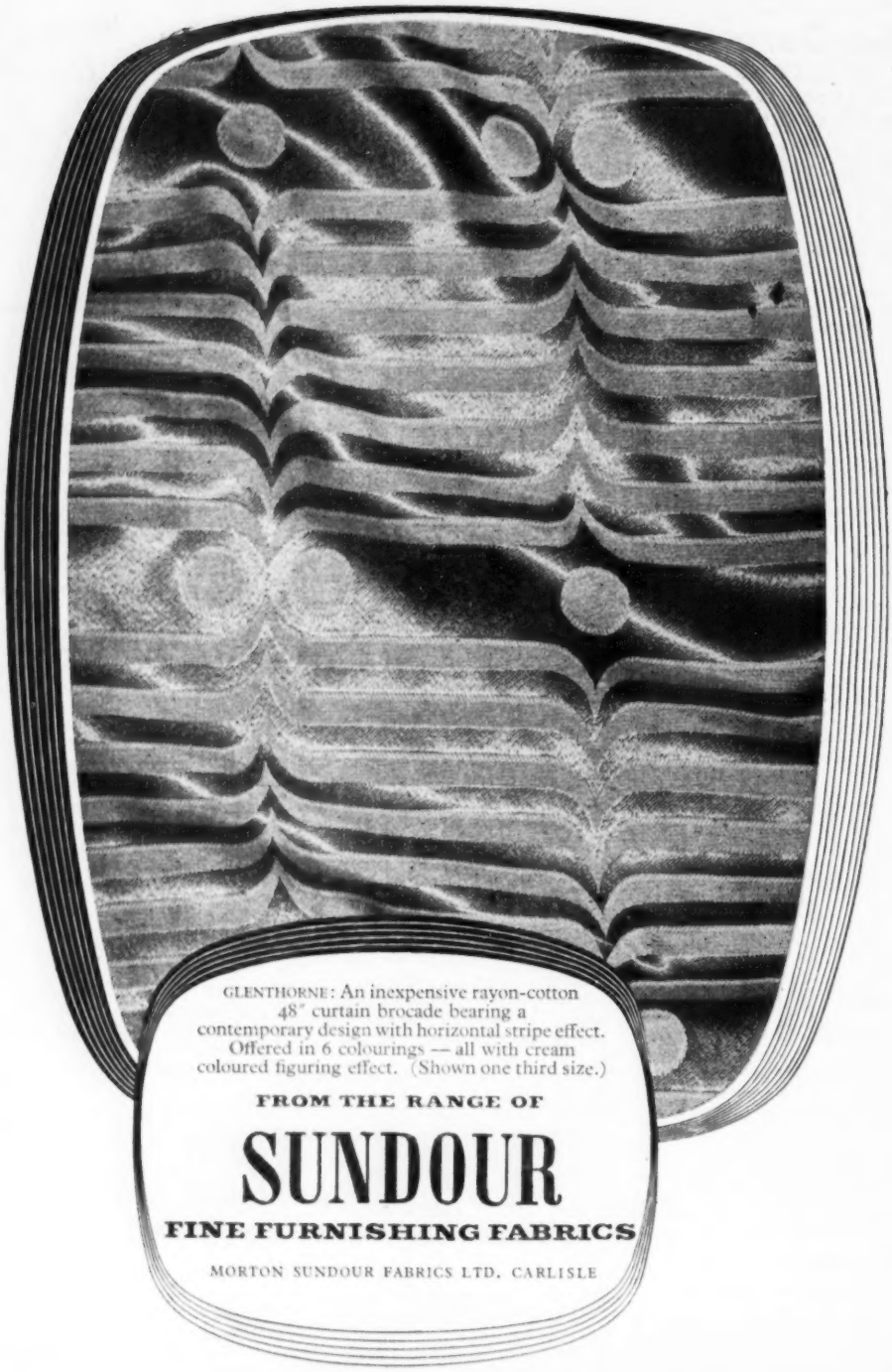
Furnishing sales of £8,282 are shown in the half-yearly report of the **Winchester and District Co-op**, a decrease of £721 when compared with the corresponding period of a year ago.

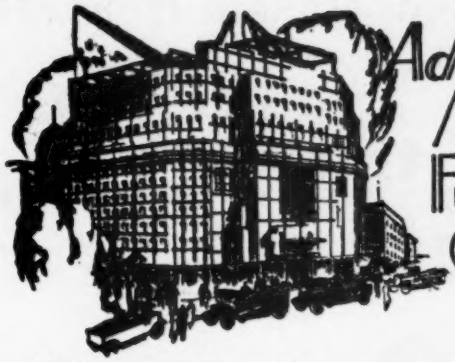
According to the half-yearly report and balance sheet of the **Chesham, Wycombe and Tring Co-op**, furnishing sales amounted to £47,209, an increase of £5,284 over a year ago.

The annual report of the Co-operative Wholesale Society for the 53 weeks ended January 14, 1950, states that sales in the furnishing departments were: **Manchester**, £5,928,904, an increase of £569,067; **Newcastle**, £2,576,584, an increase of £166,008; and **London**, £5,362,039, an increase of £318,968. The total trade was £13,867,527, an increase of £1,054,043, or 8 per cent. The output at the Society's own cabinet and bedding factories was £3,024,890, an increase of £151,972, or 5¼ per cent.

Furnishing trade receipts of £9,426 are shown in the half-yearly report of the **Diss Co-op.**, this being a decrease of £1,366, or 12 per cent when compared with a year ago.

Derby Co'op.'s half-yearly report for the period ended March 29 says furniture sales were £88,223 18s. 8d. Purchases from private sources were £44,963 or 61.7 per cent of the total.


GLENTHORNE: An inexpensive rayon-cotton 48" curtain brocade bearing a contemporary design with horizontal stripe effect. Offered in 6 colourings — all with cream coloured figuring effect. (Shown one third size.)
FROM THE RANGE OF
SUNDOUR
FINE FURNISHING FABRICS
MORTON SUNDOUR FABRICS LTD. CARLISLE



Advance News of Furnishing Contracts

NOTTINGHAMSHIRE. Provisional C.C. approval received for extensions at Beeston Ambulance Station, to cost £7,075. Mr. E. W. Roberts is the County Architect.

OXFORD. The Regional Hospital Board is recommended to approve schemes for adaptations at Longworth House, Faringdon, Berks., to provide aged persons' accommodation, at £5,500, and for hutments at Victoria Hospital, Swindon, at £4,500.

The Regional Hospital Board, 43, Banbury Road, Oxford, are to erect a teaching block at the Wingfield Morris Orthopædic Hospital.

PETERBOROUGH. F. J. Lenton and Partners, Broad Street, Stamford, are the architects for extensions of the out-patients' department at Stamford Hospital, proposed by the Hospital Management Committee.

PLYMOUTH. The South-Western Hospital Board, 2, Elton Road, Tyndalls Park, Bristol, 1, are to erect an out-patients' department at Mount Gold Orthopædic Hospital, to cost between £40,000 and £50,000.

READING. T.C. is to have plans prepared by the Borough Architect for the adaptation of Parkhurst, Bath Road, as an aged persons' hostel.

ST. ANDREWS (Fife). Plans approved by Planning Committee for adaptation of Deans Court as a hall of residence.

SALFORD. A health centre at Fairhope Estate has been approved in principle by the Executive Council.

SHEFFIELD. T.C. is recommended to accept estimate of £3,600 of its Public Works Department, for the adaptation of Ballifield Hall as a home for aged persons.

SHERINGHAM. The East Anglian Regional Hospital Board, 117, Chesterton Road, Cambridge, is seeking sanction to adapt Sheringham Hotel as hospital.

SHREWSBURY. The Shrewsbury Hospital Management Committee (Group 15) have a long-term plan for a 1,000-bed hospital at Shrewsbury, and propose an out-patients' department at Royal Salop Infirmary and a central laundry at Shelton Hospital. Plans have been submitted to Birmingham Regional Hospital Board for 100-bed obstetric block at Shelton, and approval is sought for a scheme to erect a reception block and nurses' home at same site.

£38,000 FOR STAFF QUARTERS

FALKIRK. Plans for the erection of staff quarters at the Falkirk and District Royal Infirmary have been approved by the Dean of Guild Court. Estimated cost £38,000.

SMETHWICK. The E.C.'s architect for extension of the Technical College is W. W. Atkinson, 4, Raymond Buildings, London, W.C.1.

SOUTH SHIELDS. Corporation reports that the first part of the E.C.'s plan for a marine and technical college to cost £100,000 is to be included in next year's building programme.

STAVELEY. Staveley Iron and Chemical Co. propose social centre, with training and lecture halls. Plans approved by U.D.C.

£230,000 FOR HALL OF RESIDENCE

NOTTINGHAM. Plans by Turley & Williamson, Newcastle-upon-Tyne, have been chosen in an architectural competition for the second new Hall of Residence for Nottingham University, to cost about £230,000. The building will be erected on a 28-acre site between Beeston Lane, Derby Road and Lenton Grove Estate. It is proposed to eventually erect four halls of residence and a health centre for the University.

It is understood that tenders for the Hall of Residence will shortly be obtained.

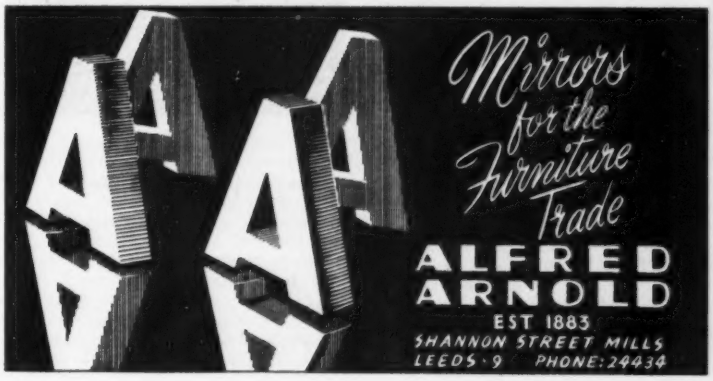
STOURBRIDGE. Wolverhampton and Dudley Breweries, Ltd., have received approval for licensed premises proposed at junction of Broadway and South Road on Norton Estate, to plans by J. Homery Folkes, Stourbridge.

SWANSEA. Messrs. Greatrex and McLennan, 54, Craigshead Road, Swansea, are the architects for aged persons' hostels proposed by the B.C. at Eaton Crescent.

TYNEMOUTH. B.C. has plans in hand for a revised scheme for a residential home for old people at Marden, and propose alterations at "The Elms," Preston Park, and "Homelands," for Welfare Committee.

URMSTON. Plans approved: Rebuilding Victoria Hotel, Station Road, for Hardys Crown Brewery Co., Ltd.

WARWICKSHIRE. C.C. is to apply to the M.H. for approval of its scheme for the erection of a new Council Chamber, at a provisional estimated cost of £120,000, so that plans and estimates may be prepared.



THOUSANDS OF PEOPLE LACKING PERMANENT HOMES ARE BUYING MODERN CARAVANS . . . AND—

There's money in this caravan furnishing

A 9-point plan to win the business

WITH little sign of the present housing shortage lessening, thousands of couples who would otherwise be furnishing homes are buying modern caravans.

This boom in caravan homes may sound like a very serious blow to furnishers because the caravans are fitted with built-in beds, cupboards, tables, dressing tables, kitchen units and other furniture. Admittedly it is a depressing (if temporary) outlook, but it is one that has to be accepted until more houses are built and the situation is eased.

And, having accepted the fact that many people are now having to live in caravans, how can the furnisher capitalise it? It does, of course, mean loss of business where suites of furniture are concerned, but it need not be quite as disastrous as would at first appear.

Caravans also need *furnishings*. Although most of them are fitted with furniture they still need all the accessories which turn a house into a home. This is where a furnisher with a little initiative can step in and attract custom.

Many local authorities are authorising caravan sites in their areas, and many more will probably do so. These sites are springing up not only in the holiday resorts but all over the country—for caravan furnishing is now an all-the-year-round business and not just a seasonal trade. This provides a very good opening for retailers who have sites in their vicinity. Here are nine points to consider:—

1.—Why not run a special week to attract these prospective customers? This could be done specially to draw caravan dwellers, or it could be tied-up with a display of garden and open-air furniture. A well-planned window display could be linked with an advertising campaign in the local papers offering advice and hints on how to make a caravan more comfortable and attractive to live in.

2.—It might even be possible to hire a caravan, place it in a prominent position near your shop, and furnish it with articles which you have in stock. The public are always more interested in furnishings which are shown in their natural setting. If the caravan site is a little way out of town it would probably be worth while exhibiting the specially furnished caravan on the actual site to enable the dwellers to see the products displayed without having to go to town.

3.—The type of furniture they require will, of course, be small and easily movable. Most caravans are fitted with bunks, although the more luxurious have full bed units. But bedding has to be bought from the furnisher. Sleeping bags are sometimes used but sheets are more often in demand. Blankets are needed, although mattresses are usually supplied with the caravan. Pillows will be wanted; an ordinary sized pillow is used, but it is interesting to note that these are often used during the day as cushions. And it might be a useful idea for firms who have soft furnishing workrooms to make cushion covers with zip fasteners at one side, or some other equally simple method of fastening. They would have a ready sale.

Below, interior of a Berkeley Ambassador caravan. Centre column, a Berkeley Courier-de-luxe.

4.—Caravan floors are already fitted with linoleum, but rugs are needed, and these should be of the non-slip variety.

5.—Space inside a caravan is, of course, restricted and the dwellers like to be outside as much as possible. This means a demand for deck chairs and folding tables. In fact any small pieces which only take up a little space when packed away.

6.—The kitchens are fitted with sinks and cupboard space but still require equipment of all kinds; pressure cookers are an almost essential part of a caravan kitchen.

7.—Electricity is seldom laid on to a camp site, but gas is nearly always available. Their lighting is usually by gas and the heating also. This means the necessity of small gas heaters.

8.—Curtains are sometimes supplied with the caravan but there is always a demand for replacements. Gay and cheerful chintz, flowered cretonne and cotton checks are the favourites, and plastic fabrics for the kitchen window.

9.—Various incidentals such as towel rails, soap rack, table linen and crockery can also be added to the display of essentials.

11 FACTORS IN THE MAKING OF . . .

Partnership Agreements

By John Lymester

WHEN two or more persons enter into a partnership, their partnership rights and duties are governed by the Partnership Act, 1890, if they have not entered into a partnership agreement. The Act lays down its various rules very fairly and equitably, but it is advisable in my opinion for a partnership agreement to be drawn so that all matters which have been decided upon are clearly set out. This is definitely necessary if it is not intended to follow the rules laid down in the Act. It is advisable for the partnership agreement to be drawn up by a solicitor. The expense of employing such an adviser will be well repaid, as he will see that all matters which should be dealt with are included in the agreement and so avoid disputes in the future. Should it, however, be impossible in the initial stages to meet such expenditure, the partners themselves should draw the agreement to the best of their ability. In any case, the agreement should contain the following clauses:—

The Eleven Factors

(1) The full names and addresses of the persons who are entering into partnership, together with the trading name under which they are going to carry on business, and if known, the address or addresses from which the business is to be carried on.

(2) The period for which the partnership is to exist, and any special conditions, or events, which would end the partnership. It should be noted that the partnership will end automatically on the death or bankruptcy of any partner, and can be ordered to be dissolved by the Court if it is proved that any partner is willingly and continually breaking the partnership agreement, or committing conduct which is prejudicial to the conduct of the partnership, or the business can only be carried on at a loss. The partnership may continue after the period provided for in the agreement, when it will be a "partnership at will," but all conditions contained in the agreement will continue unless varied by the partners either in writing, or by their conduct.

(3) The amount of the capital to be contributed by each partner and whether it is to be a fixed capital, or to be increased or decreased by the profits and drawings. Whether interest is to be allowed on the capital and if interest is to be allowed on advances in excess of the capital, or interest charged to partners if they have drawn more than the profits, so resulting in a debit balance. It should be noted that a partner is not entitled to interest on capital unless it is provided for in the agreement, but is entitled to interest, normally at the rate of five per cent, on advances in excess of such capital.

(4) The amount of salary which each partner is to draw, or if not the amount each partner will draw weekly or monthly, on account of profits. Again, it should be noted that unless salaries are provided for by agreement, partners are not entitled to salary or remuneration.

Question of Expenses

(5) The expenses which may be properly incurred by each partner and which will be repaid out of the partnership fund.

(6) The ratio in which partners are to share profits and losses, and whether there is to be any special arrangement if capital losses or profits are made. Again, it should be noted that if this is not provided for by agreement, partners will share profits equally.

(7) The duties of each partner in the management of the business, their various responsibilities and the various matters with which they are to deal. Again, it should be noted that if there is no provision in the partnership deed, then each partner is entitled to take part in the management of the business.

(8) Provisions as to the carrying on of similar businesses by partners. A partner is not entitled to carry on a similar business unless it is provided for in the agreement, or his partners agree afterwards.

Admitting New Partners

(9) Provisions for the admission of new partners and the paying out of old partners, the method upon which goodwill is to be valued, and here, in my opinion, the basis of valuation should be that of Super Profits.

(10) Provisions for arbitration in the event of disputes and who is to be the arbitrator, and the procedure in the event of an award by the arbitrator.

(11) Provisions for keeping the books of the partnership, and for audit, if considered necessary.

For each partnership special matters will arise which will have been dealt with in the agreement, although here again, the advice of a solicitor will be of the greatest importance. At the outset, all matters which have been agreed, should be included in the agreement, as they may at a later date be of considerable importance.

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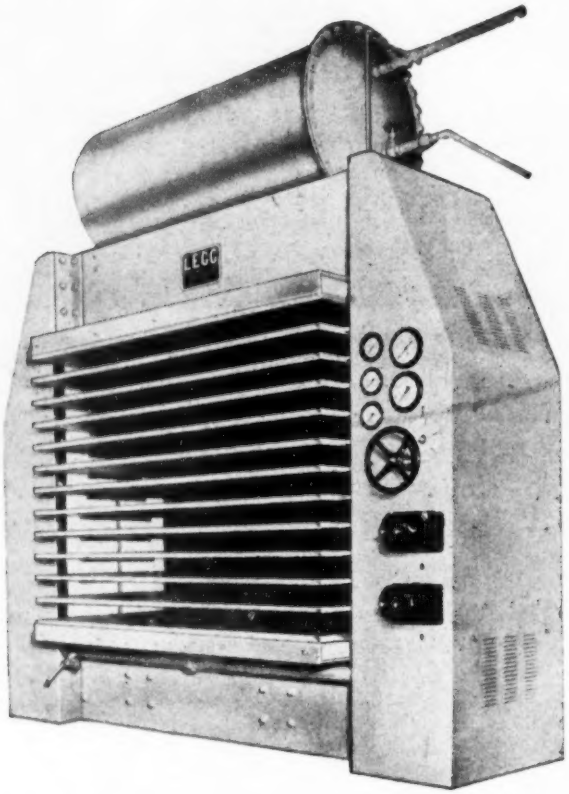

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The Furniture Bedding & Upholstery Manufacturer
VOL. 26, No. 329 July 7th, 1950
A PRACTICAL JOURNAL FOR THE FURNITURE AND WOODWORKING INDUSTRIES

How Production Control Can Increase Efficiency in the Smaller Furnishing Plant

MANY medium and small furniture manufacturers contend that production control systems are necessary in large plants to keep work flowing smoothly, and to maintain production schedules, but that just plain "leg-work" is the only way to do the job efficiently in the small works.

This article shows how this belief has been disproved by the head of a medium-sized American furniture manufacturing company, and explains in detail the system he has introduced.

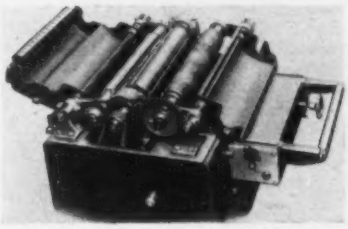
THIS plant manufactures a medium-priced line of furniture and purchases its stock in the form of veneer and rough dimension to eliminate the necessity of dry kiln facilities. All operations therefore begin with the rough mill. The operation is of the general flow type, in that only one type of product is manufactured, with no variation in construction or design during a season.

The entire scheduling, dispatching and production follow-up are handled from this manager's office by the manager, assisted by one office clerk and a follow-up man for the plant. Functions outside of production are handled by the general office force. As purchase orders are received, they are made up in manifold form, with production, finishing and transport copies being delivered to the production control office.

When a new line is designed, all foremen sit in with the manager and assist in developing a complete bill of materials and operation sheet for each piece in the line. In final form, copies are run off and distributed, one to each of the foremen, one to the clerk in charge of cost and inventory, and one to the manager in the production control office.

All originals are placed in a fireproof vault where they are kept for five years after each particular line is discontinued, for reference, if replacement parts are needed. Original drawings are also kept here for a corresponding length of time (says the "Woodworker" of U.S.A.).

A list of available materials is drawn off from the inventory records and sent into the production control office with the daily lot of production order copies. From the orders and the various facilities at his disposal, the manager then makes up a master schedule.



"World" picture shows the interior of Sagar's well-designed single surface planer (type "XP").

This is usually made up once weekly unless there is a rush order which requires immediate attention. This is usually indicated by a special finish or by a low figure on some completed stock item. Experience has shown that economic lot quantities for this operation is in the average amount of twenty-five suites.

The scheduling is not as simple as it sounds, however. While twenty-five suites has been set as the economic lot quantity, some components are most economically produced in much larger quantities. Division rails, aprons, ends, etc.,

(*continued over page*)

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Smaller Plants and their Controlled Production

(*from previous page*)

are produced in large lots and held in stock banks pending assembly requirements. Some parts vary only in final outline and are held in these stock banks in a semi-finished condition.

All scheduling records and production progress were originally kept in loose-leaf binders. Unraveling a bottleneck, or checking production progression of parts needed for assembly, became a nerve-wracking or tiresome job of covering the top of a large table with binders and flipping pages back and forth to make the necessary references. Entering production records was equally tedious.

During World War II, this manager had occasion to visit a plant for which he was doing some sub-contract work. A visual production chart used here fascinated him and, as its working was explained to him, he could see its possibilities in relieving the burden of his own production control problems. His present system is patented and sold commercially, but adapted by him to his own particular operation.

All work is handled by order number which identifies a particular piece or casegoods assembly. This number identification is carried on all job time cards for cost and wage payment compilation. Individual cards are made out for all components of the production order which follow the work through the assembly department.

These cards are made up with detachable sections, after the fashion of a baggage check, with each section arranged to accumulate the operation history of each operation. Each operator stamps his own clock number as well as time in and out of the job and fills in the number of good pieces produced. The work orders are distributed to each foreman and contain, as well as identifying information, the schedule date or date due out of their department.

They are instructed to notify the production control office of any circumstances which may prevent their meeting the scheduled date to permit rearranging of schedules. If he neglects to do this, the visual production control board acts as a monitor for the manager and the foreman is in trouble.

The amount of paper work apparent leads one to believe it would be physically impossible for all the detail involved to be handled by a single office clerk and a factory follow-up man. In the first place, there is very little actual writing done. Only quantities and dates are left to be filled in, because every possible item is printed on both cards and orders when they are first prepared at the printers.

Special cards, which are issued for assembly, finishing and transport operations, are of the same general design with detachable sections for each operation. The different standard finishes are denoted by colour code, with each finish being identified by a different colour. As there are only five standard finishes, this does not present too much of a problem.

The main cog in this production control system is the visual production control board and its accessories. There are two control boards. One on the left is arranged for component parts of individual

(*continued on page 62*)

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A. E. WALSH'S FINAL ARTICLE ON MANAGEMENT

6.—How Policy should be Interpreted

Co-ordinating the Basic Functions

Mr. A. E. Walsh, the eminent industrial consultant, who this week contributes the final article in his exclusive "World" series on top management policy and organisation.

THERE are two main schools of thought on Top Management. One school favours a plan by which each director has a share of the responsibility for the business as a whole and no individual responsibility for any particular function of that business. The other school imposes upon each director or top executive a specific responsibility for one of the departments. There is no simple answer as to which method is the best. So much must depend upon the nature of the business, the personality of Top Management executives, and the whole background of the firm itself.

It is, however, in the sphere of Top Management that the industrial consultant can make his greatest contribution to industry. It is generally supposed that the proprietor or director knows his own business best. He may be a man of artistic temperament. He is often a wizard in his own particular field of design and manufacturing technique. He is frequently an ace salesman. He has strong personality and considerable drive, but does he understand the principles of management and the rewards—personal, psychological and financial—to be obtained from the scientific application of such principles?

In almost every business there is an element of personal loyalty to the ego and to colleagues and staff which inhibits criticism or the examination of individual performance. The consultant comes into a business at Top Management level with no axe to grind except to help make adjustments in the organisation, to fit the right pegs into the right holes, and to achieve harmonious balance if any disequilibrium exists.

The job of Top Management, as I said in my first article, is to interpret the company's policy and administer the organisation by the co-ordination of the basic functions. It works best in its job when it succeeds in integrating an economic system of fact-finding techniques with the realisation of the human problems of management.

I have not attempted in these articles to elaborate some of the more specialised functions of the industrial consultant, such as motion and time study and the incentive bonus. Obviously these subjects fall into one of the divisions of management. An objective fact-finding examination by the outside specialist can only be helpful to firms wrestling with these problems.

The work of the industrial consultant in his relations with industry is often compared to that of the physician or surgeon in his relations with individual members of the community. I have never liked this comparison, but if we must measure ourselves by the activities of the medical profession, let it be said that the true function of that profession is—or should be—the maintenance of good health as much as the cure of sickness.

Stimulated by the two wars, industrialisation has grown during the past fifty years at a tempo unparalleled in the history of the world, and continues to expand as each country feels increasing economic pressure on all sides as a result of the disequilibrium and confusion into which the world has been thrown.

Every new era produces its own economic problems. Not the least of the problems with which we are faced to-day is that of the organisation of the large industrial plant. It is not surprising that the past years have brought into being a new approach to industrial management. The nineteenth century industrialist was not particularly concerned with this science. Such of the industrialists of that century as were tempted to define and practise it were exceptions, so far ahead of their time that they were often regarded as cranks—and dangerous at that.

To-day the pendulum has swung in the other direction. Perhaps it has swung too far, for the spate of books on every conceivable aspect of the subject, each one with some new phraseology and a new series of formulæ, perplexes even the expert whose job it is to keep abreast of every new development in the technique of management. It must never be forgotten that the management of a business is primarily the management of a human community; and human life, with its rhythm and beat, its cycle of growth and decay, its emotions and hopes and fears, cannot readily be expressed in the terms of a mathematical formula.

Efficiency we must have—in production, in distribution and in other phases of our industrial life, but it must be an efficiency derived from the spirit of man as much as from the output of the machine. With these considerations in mind, I have tried to crystallise some of the more important aspects of industrial management and to relate them to

(*continued over page*)

A Production Control System Can Increase the Efficiency of the Smaller Manufacturer

(*from page 60*)

assemblies, such as rails, panels, tops, etc.

The one on the right is used for sub-assemblies and assemblies which make up the individual case-goods pieces. A series of holders, arranged vertically along the left side of each board, carrying the record cards. When arranged in their overlapping position, with the cards in the holders, two legends are visible. One identifies the part as to name and dimension, and the other is permanently affixed to the holder and identifies a machine or work station in the department.

This, of course, applies only to the components boards cards. The order number, material requisitioned and quantity required are listed with a progressive listing of the number of pieces started and delivered at each operation following. The number of production hours required per operation is also listed.

At the right-hand side of the card, inventory figures are listed showing inventory stock amounts in stock banks, deliveries made for assemblies, and current stock status. Where due dates are not met, this is red pencilled and the reason written in on a comments column.

The holders and cards of the other board are similarly arranged. Sub-assemblies are carried through to assembly stock, assembled units are carried through to a set-up white stock, and finished units are carried through to finished stock. Nothing is packed here, unless it is to be transported to avoid damage in storage and to conserve storage space. The legends carry sub-assembly and assembly identification, and the individual work station or finishing operations.

The top of the board carries two legends, one beneath the other. The top section is divided into days of the month over a two months' period, and is changed every two months to permit the entire production history to be shown. The lower section is divided into production hours. This is carried on both boards.

The boards are divided into four horizontal sections each. These sections are arranged into departments and carry the cards identifying the machines, or work stations, of each department. On the components board, these departmental divisions are arranged into: rough mill, machine, finish machine, and sanding departments. On the other board, the divisions represent: assembly, cabinet, finishing, and transport departments.

The board are lined vertically to provide divisions which line up with the top legends, and string pegs are provided for vertical alignment with the board divisions. They are also lined horizontally, and equipped with string peg for alignment with the card legends, and a series of horizontal peg holes are provided to accommodate both string pegs and individual pegs.

The cards are made out in duplicate for the various departmental divisions from the master schedule. One card may have the capacity to list more than one order, so these production control board cards do not have to be made out in their entirety every time a new production order is issued.

To properly understand the operation of the system, it may be best to consider one board at a time.

Starting with the components board, let us suppose the first order calls for the production of 600 division rails and the total standard time allotted for their production is six days.

The office clerk will pull out the string peg opposite the card legend of the rails and put it in the hole corresponding to six days from the starting date. Then she will ignore the parts identification and, in rows corresponding to the machine or work station legends, she will then place yellow pegs in holes under the production hours top legend.

This operation is continued throughout all the items on the master schedule, until all parts have their due dates out of the various departments indicated by the string peg positions. The production hours of each machine or work station are cumulative, as many parts must be processed at the same stations. The total machine load in hours, per each machine or work station, is shown by the position of the yellow pegs.

The board is now ready for the managers' inspection. No orders or work cards are issued to the plant until he has had ample opportunity to study this visual work layout of proposed production. He may discover that the routine will have to be changed on various parts to relieve machines which are overloaded. He may call in the foreman of a particular department to have his suggestions as to how a bottleneck can be avoided. Only when

New Saw Bench

Recent addition to the woodworking machines of A. Cooksley & Co., Ltd., is this 20 in. circular saw bench with a rising and falling spindle.

A. E. Walsh on Top Management Policy

(*from previous page*)

the human as well as to the mechanistic formula.

Let me, in conclusion, try to define the work of the industrial consultant, because, from the definition of his work, it will be easier to discern the particular aspects of management with which he will be concerned.

The industrial consultant's first consideration will be to get at the facts, and his initial survey of a business must of necessity involve an examination of the fact-finding procedure. He has got to trace the weaknesses and faults in organisation and administrative methods.

The consultant is a professional exponent of industrial management. His advice is directed towards procuring by co-operative means a sound and well-balanced organisational structure with the efficient metabolism of the business as a whole. He is not, except in special cases, concerned with basic design and manufacturing technique, but he *is* concerned with the methods employed as well as with the co-ordination of effort required to produce the best possible results in every phase of industrial activity.

How to Overcome the Problems When Planning a Control System

production planning is balanced are the cards and orders issued to the plant.

The factory production follow-up man is responsible for starting all orders into production. Before he issues the cards and orders to the various departments, he must have the material available to produce the order, covered by proper requisitions which are cleared to the inventory and cost department. He must have checked with the foreman to be sure that facilities are ready, and that personnel is available to do the work.

He also collects all work card segments from each department and delivers them to the office clerk for posting on cards and on the visual control board. In case of an unforeseen hold-up, he must immediately contact the manager for recommendation or re-scheduling. He must police rush orders through the plant and keep the manager generally informed regarding the entire plant operation.

Progress Check

To carry our search into the actual operation, let us suppose the rails have progressed through the rough mill according to schedule. This progression information has been conveyed to the production control office by means of the detachable stubs which were delivered by the factory follow-up man. The production hours peg has been moved back on the various machines to indicate the load of remaining jobs scheduled, and the string peg has been removed to indicate the job completed as far as that department is concerned. Proper entries have been made on the card, and a complete production history has been recorded.

In the machine department, however, some trouble has been encountered. The double-end tenoner is down. The follow-up man came in to report it but the manager was out in the yard checking some timber.

The clerk immediately places a red peg in the machine division opposite the double-end tenoner legend and slips a red clip over the end of the rail card. The red peg catches the attention of the manager as soon as he re-enters the office. Did the foreman report the trouble? No, it was the follow-up man. He presses a button under his desk, and a buzzer sounds in the plant. Both the foreman and the follow-up man come up. Immediate steps are then taken to care for this emergency.

The other board is handled in much the same manner, except that after progressing through the sub-assembly, all units have pattern instead of part identity, pick up finish identity through the finishing department, and customer identity through the shipping department.

The office clerk must use the cards as soon as they are delivered, moving the pegs to correspond to production progression, and listing pertinent information on the board cards. She then delivers these cards to the main office for cost, inventory and wage payment clearance. She also must reflect on the board verbal information received both from the follow-up man and the individual foreman.

Various coloured pegs are used to signal plant and job conditions. Red pegs, as previously indicated, are used to denote a machine down. Blue pegs signal rush orders. White pegs indicate no material. Black pegs indicate a hold order. Green pegs indicate machine and work station loads in production hours, and orange pegs show a major stoppage, such as a machine breakdown or some other condition which will require days instead of hours of remedy.

By means of these production control boards, the manager has a visual aid to first, try out his production schedules before issuing them to the plant, and finally to follow through all production against a pre-determined schedule with all progression brought right up to the minute at all times. He can easily answer most enquiries by merely studying the position of the various pegs on the boards.

The boards, however, will not run themselves. Their efficient operation depends upon intelligent planning, accurate listing and pegging, and tireless follow-up.

They have had a significant effect upon plant personnel as it is rather disconcerting to the individual workman to know that the boss can keep track of his daily production merely by moving pegs on an enlarged cribbage board.

Belgium Wants Metal Furniture

THE Counsellor (Commercial) at Brussels has reported that the Belgian State Railways have issued a request for quotations for the supply of metal furniture (Cahier des Charges No. 2652/335).

Quotations, which must be received by July 5, should be addressed to Société Nationale des Chemins de Fer Belges, Direction du Matériel et des Achats, Bureau 26/52 (Section 9), 21, Rue de Louvain, Brussels.

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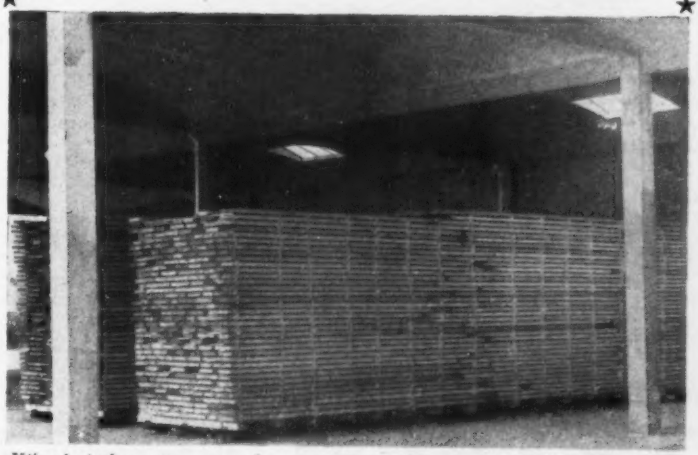

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New Companies

Vaughan & Miller, Ltd.—Registered March 28, 1950. 72a, Gladstone Street, Leicester. To take over business of furniture manufacturers carried on as "Leicester Wholesale Furniture Warehouse" at Leicester. Nominal capital: £10,000 in £1 shares. Directors: H. G. Vaughan, 6, Thurnview Road, Leicester; R. Miller, 107, Scraptoft Lane, Leicester.

Charles E. Moffitt, Ltd.—Registered March 29, 1950. 171, Scotswood Road, Newcastle-on-Tyne. To take over business of furniture manufacturer and dealer and upholsterer carried on at Newcastle-on-Tyne by Charles E. Moffitt. Nominal capital: £200 in £1 shares. Directors: C. E. Moffitt and Mrs. L. Moffitt, 88, Kenton Lane, Newcastle-on-Tyne.

Lasker's Home Furnishers, Ltd.—Registered March 29, 1950. 11, Peter Street, Manchester, 2. Nominal capital: £20,000 in £1 £1 shares. Directors: L. H. Lasker and Ida P. Lasker, 62, Palatine Road, W. Didsbury, Manchester, 20; E. Burman, 11, Sycamore Street, Manchester, 8.

Hardiman & Berkovi, Ltd.—Registered January 18, 1950. 14a, Leytonstone Road, Stratford, E.15. To carry on business of manufacturers of and dealers in furniture and fittings, etc. Nominal capital: £100 in £1 shares. Directors: To be appointed by Subscribers. Subscribers: D. J. Hardiman, 53, Abbottswood Gardens, Ilford; P. Berkovi, 254, Amhurst Road, N.16.

Judds of Battle, Ltd.—Registered January 18, 1950. 90, High Street, Battle, Sussex. To take over business of a house furnisher, cabinet maker and upholsterer carried on as "Harry Judd" at Battle, Sussex. Nominal capital: £5,000 in £1 shares. Permanent directors: H. H. Judd (chairman) and Mrs. J. O. Judd, 89, High Street, Battle.

Kincora Carpets, Ltd.—Private company. Registered in Dublin, April 12. Capital: £100,000 in 10s. shares. Objects: To carry on the business of carpet weavers, manufacturers of Wilton, Axminster, Brussels and boucle carpets, etc. The first directors are not named.

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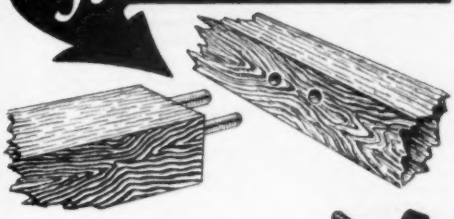

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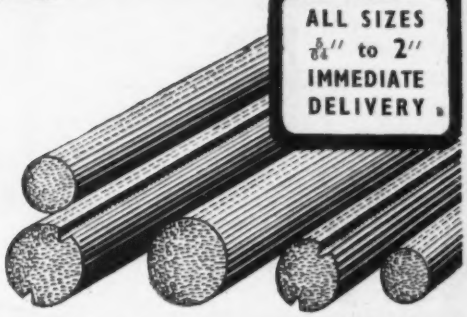

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THE TRADING ESTATE, SLOUGH, BUCKS.

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WEYBRIDGE TRADING ESTATE, WEYBRIDGE, SURREY

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For overhead suspension from a hook for bench work.

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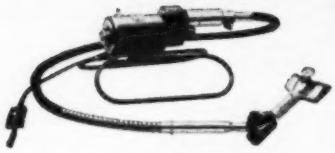

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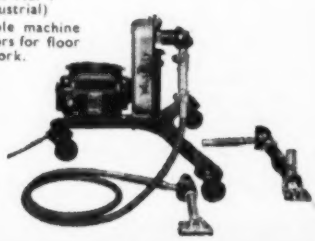

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CLASSIFIED ADVERTISEMENTS

"Situations Vacant" and "Wanted" and "Representatives Wanted"—2/- a line. "Representations," "For Sale," "Business Wanted," "Agencies" and other Miscellaneous Headings—2/6 a line, approximately six words. Box Number Advertisements—address counting as one line plus forwarding charge of 1/-. Display panels 30/- per inch, 25/- per ½ inch. Address: 180 Fleet Street, E.C.4. 'Phone: CHAncery 8844.

SITUATIONS WANTED

WORKING Directorship Sought in House Furnishing Business by executive of good personality with drive, tact and initiative and 20 years' general retail furnishing experience; capital available.—Box No. 6923, Furnishing World 180 Fleet St. E.C.4.

GENTLEMAN with extensive connection in Northern Ireland open to act as Sales Representative for reliable firm of Furniture Manufacturers.—Box 0689 EASON'S ADVERTISING SERVICE, BELFAST.

MANAGER age 35, 15 years experience in retail trade, seeks situation. Fully experienced Cash, Hire Purchase and Display. Any part of country. Box No. 6944 Furnishing World 180 Fleet St. E.C.4.

SITUATIONS VACANT

DESPATCH MANAGER required for Furniture factory; experience essential; excellent opportunity for right man.—Full details of age, experience and salary required, to: Sterling Furniture, Ltd., Sterling Works, 37, Philip Lane, Tottenham, N.15.

MILL FOREMAN REQUIRED, MODERN FACTORY. MUST BE FIRST CLASS, FULLY EXPERIENCED AND HAVE HELD SIMILAR POSITION. CAPABLE ORGANISER, GOOD DISCIPLINARIAN, THOROUGHLY FAMILIAR WITH LATEST FLOW PRODUCTION METHODS, JIGGING, ETC. AN EXCELLENT OPPORTUNITY FOR THE RIGHT MAN. ONLY APPLICANTS WITH NECESSARY QUALIFICATIONS NEED APPLY GIVING FULL DETAILS OF EXPERIENCE, AGE AND SALARY REQUIRED.—BEATALL FURNITURE, LTD., PENHALL ROAD, CHARLTON, S.E.7.

STOREKEEPER required for furniture manufacturers; experience essential.—Apply Sterling Furniture, Ltd., 37/55 Philip Lane, Tottenham.

SOFT Furnishing. Fully experienced salesman required for high class store. Must have good knowledge of estimating. Canteen facilities.—Apply: Staff Controller, Heelas Ltd., Reading.

ESSEX Store require Young Salesman-Porter who has completed National Service. Excellent opportunity to gain experience of all departments.—Apply: Roomes Stores, Ltd., Station Road, Upminster.

CASHIER (female) required for House Furnishers. Permanent position and congenial work. Typing essential.—Write: Box No. F.W. 984 at 191, Gresham House, E.C.2.

TRAVELLERS calling on Furnishers and Drapers, etc., required to sell Feather Pillows. Generous commission and modest contribution towards expenses. Other non-competitive interests not objected to. State if car owner, territory, articles carried etc.—Box No. 6947 Furnishing World 180 Fleet St. E.C.4.

BOBBY & CO., LTD., of Bournemouth require Charge Hand for Soft Furnishing Workroom; a fully experienced forewoman to take charge of making up of loose covers, curtain, etc.; must be accustomed to good class trade.—Apply: General Manager.

WORKS FOREMAN. TURNERY & SHAPED LEG (QUEEN ANNE) MANUFACTURERS. MUST BE CONVERSANT WITH AUTOMATIC LATHES. GOOD WAGE FOR RIGHT MAN. LONDON DISTRICT. BOX NO. 6956 FURNISHING WORLD 180 FLEET ST. E.C.4.

REPRESENTATIVES WANTED

LARGE Manufacturers of Woven Fibre Kitchen and Occasional Furniture prepared to receive applications for Full-Time Representative for the North of England. Only those with the highest credentials and experience considered.—Write, giving fullest particulars, salary required and if car owner, to Box No. 6931 Furnishing World 180 Fleet St. E.C.4.

SERIES DISCOUNT

With effect from this week's issue there will be 15% series discount for three or more consecutive insertions for classified advertisements under the heading of:—
"SITUATIONS VACANT"
"SITUATIONS WANTED"
and
"REPRESENTATIVES WANTED"

OLD-ESTABLISHED West of England firm requires Representative on a commission basis for dining-room furniture; Kent, Sussex, Surrey, part of Hampshire.—Box 6916 Furnishing World 180 Fleet St. E.C.4.

REPRESENTATIVE Required by Leading London Upholstery Manufacturers for the following areas: Midlands and Eastern Counties including Essex. Exceptional opportunity for first class man to represent well-established house with established name and connection. Must be experienced and well known to buyers.—Write, in first instance, with full details, to Box 6917 Furnishing World 180 Fleet St. E.C.4.

REPRESENTATIVE required for South Wales and West of England, including Dorset, Wilts, Gloucester, Worcester and Hereford; no agencies; preferably with existing connection, own car and living in Bristol area.—Apply stating age and experience, to: William Birch, Ltd., Leigh Street, High Wycombe.

WINTER & BLOOM, LTD., 77, GREAT EASTERN ST., LONDON, E.C.2, REQUIRE A WELL INTRODUCED REPRESENTATIVE FOR LANCASHIRE AND CHESHIRE. LETTERS WILL BE TREATED IN STRICT CONFIDENCE.

REPRESENTATIVE REQUIRED by well-known Kitchen Furniture Manufacturers to cover London south of Thames, including whole of Kent. Commission basis; must have own car. Write, giving age, experience, and other agencies held.—Box No. 6926 Furnishing World 180 Fleet St. E.C.4.

CANE FURNITURE:—Manufacturers of High Quality Cane Furniture invite applications for the post of North Midlands Representative. Gentleman with car and wide connection with retail furnishing houses given first consideration. Good existing connection handed over. Salary and expenses, together with over-riding commission.—Full particulars to Box No. 6952 Furnishing World 180 Fleet St. E.C.4.

REPRESENTATIVES WANTED

BEDROOM Suite and Kitchen Cabinet manufacturers are now prepared to appoint Representatives in the following areas:—

EAST MIDLANDS
WEST MIDLANDS
EAST COAST
HOME COUNTIES
SOUTH COAST

Representatives must have an established connection on the Area mentioned and must possess a car. They will be paid on a salary, expense, and commission basis. A very satisfactory income is established to the right type of man.—Box No. 6946 Furnishing World 180 Fleet St. E.C.4.

DANCER & HEARNE BROS. LTD.

LINDSAY AVENUE, HIGH WYCOMBE

manufacturers of "NERO" Dining Room furniture, require the services of

FIRST CLASS REPRESENTATIVES

on a commission basis for the following areas:—

1. Lancashire, Westmorland, Cumberland.
2. Cheshire, Shropshire, Nth. Wales.
3. Midlands.
4. South Wales.
5. Sussex, Hampshire, Wiltshire.
6. Dorset, Somerset, Devon, Cornwall.

Applicants must be well known and live within the area.

Write in the first instance giving names of other agencies carried, to Sales Manager

Successful applicants will also be given the opportunity of selling the chairs produced by our Penn Street, Bucks, and Ammanford, South Wales, factories.

(continued on page 71)

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RENTOKIL
TIMBER FLUID
AND
MOTHPROOFER

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LIBERAL TRADE TERMS ON APPLICATION

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CLASSIFIED ADVERTISEMENTS (Continued)

REPRESENTATIVES WANTED

REPRESENTATIVES for Eastern Counties and for Scotland required by old-established London firm manufacturing oak dining sets. Good connection and car essential.—Write with full particulars to Box No. 6949 Furnishing World 180 Fleet St. E.C.4.

REPRESENTATIVE Wanted for good medium class Utility upholstery and fireside chairs, on commission, for West of England.—Reply by letter: Brown & Lansdowne Ltd., Trading Estate, Slough.

Messrs. I. Barget Limited, 49 Hackney Road, London, E.2, Manufacturers of walnut dining sets and all types of occasional furniture require representation in the following areas:—

AREA 1. Norfolk, Suffolk, Cambridge, Huntingdon, Bedford, Hertford.

AREA 2. Worcester, Warwick, Gloucester, Oxford, Buckingham.

AREA 3. Berks, Hants, Wilts, Dorset.

AREA 4. Cornwall, Devon, Somerset.

AREA 5. Surrey, Sussex, Kent, Essex.

AREA 6. Northumberland, Durham, Cumberland, Westmorland.

REPRESENTATIVE wanted for Lancashire for leading Northern Upholstery house. Must be keen and energetic and prepared to work hard. Excellent prospects.—Apply A. & S. Hensher Ltd., Low Hall Mills, Holbeck Lane, Leeds, 11.

TICKING MANUFACTURERS well-known with established connections, require first class representative with car, resident in Bristol and Oxford areas to call on **BEDDING MANUFACTURERS** in the following areas: South and South-West England, South Midlands and South Wales. Applicant already calling on the Trade preferred, but not essential.—Write giving age, experience and other agencies held: Box No. 6953 Furnishing World 180 Fleet St. E.C.4.

REPRESENTATIVES REQUIRED for the following areas: North East, Yorkshire, Lancashire, Cumberland and Westmorland, also Scotland. Walnut and Oak Bedroom Suites, etc.—Standwell Furniture Ltd., Queen Street West, Sunderland.

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WE ARE ALWAYS IN A POSITION TO OFFER RECONDITIONED BLANKETS, IDEAL FOR FURNITURE COVERING. ANY QUANTITY SUPPLIED. YOUR ENQUIRIES WILL RECEIVE OUR IMMEDIATE ATTENTION.—EAST LONDON WASTES, LTD., 31, FASHION STREET, LONDON, E.1. TELEPHONE: BIS 3485 OR 1476.

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STOCKS WANTED

WANTED.—Job stocks of furniture of any description, for cash.—W. F. Caston, 51, Brixton Station Road, S.W.9. Brixton 2133

WANTED for Spot Cash. Job Stocks and Discontinued Lines of Bedroom, Dining Room, and three-piece Suites, also General Furniture. Call, write or phone (Blackfriars 7770).—Amy Crossley, 253/255, Chapel Street, Salford, 3.

AGENTS WANTED

AGENTS WANTED by well known manufacturers of Woven Fibre Furniture; commission basis only; no objection to other lines. Territory available: Lancashire and Cheshire; Yorkshire; Northumberland, Durham, Cumberland and Westmorland; Worcester, Warwick, Stafford and Shropshire.—Write giving full details to: Box No. 6936 Furnishing World 180 Fleet St. E.C.4.

SMITH & HINE, LTD., can offer Midland ground including Notts and Leicester for their Miss Muffet pouffes. Shelton, Stoke-on-Trent.

MESSRS. NORMAN LISTER & CO. LTD., FORD LANE, PENDLETON, MANCHESTER, MANUFACTURERS OF HIGH GRADE UPHOLSTERY, ARE NOW PREPARED TO APPOINT AGENTS FOR THE LANCASHIRE, YORKSHIRE & CHESHIRE AREAS. ONLY MEN WITH ACCESS TO BEST CLASS HOUSES AND ABLE TO DO LARGE FIGURES NEED APPLY. FULL SUPPORT GIVEN. REPLIES TREATED WITH STRICTEST CONFIDENCE. TEL. NOS. PEN 1206 & 2803.

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SURPLUS to requirements, one new Type ZMGa Interwood Veneer Tapeless Jointer, A.C., 400/440 volts, 3 phase, 50 cycles; this machine has been used for about six hours only; Manchester area.—Box No. 6937 Furnishing World 180 Fleet St. E.C.4.

WOOL RUG MAKING MACHINE—Tingtuf—also makes Wool Upholstery Ruche at Fast Speeds. 1,453 r.p.m. Price £149. New, complete with stand, head and motor ½ h.p. A.C. 230/250.—Box No. 6951 Furnishing World 180 Fleet St. E.C.4.

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COFFEE TABLE LEGS. Rims veneered in oak, mahogany and walnut. Queen Anne and Ball and Claw legs in imported steamed beech. 4 in., 5 in. and 6 in. bulbous table legs and stumps to match. Immediate delivery.—H. A. Spiers & Co., Ltd., 330, Hackney Road, London, E.2. 'Phone: SHOreditch 8791/2/3.

BUSINESSES FOR SALE

BUSINESS of Famous London West End Furniture Manufacturers and Screen Makers for sale as going concern. Plant, Machinery, Stock-in-Trade, Goodwill, etc., £5,000. Premises available.—Box No. 6950 Furnishing World 180 Fleet St. E.C.4.

BUSINESSES WANTED

FURNITURE / FURNISHINGS. Retail business required Sussex, Kent or Surrey. —Particulars to Box No. 6948 Furnishing World 180 Fleet St. E.C.4.

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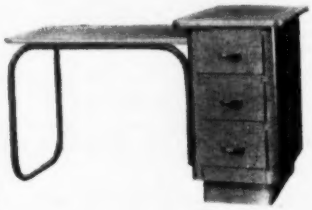

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